ESTABLISHED IN 1872

# PAPER TRADE JOURNAL

Vol. LXXIX. No. 7 NEW YORK AND CHICAGO Thursday, August 14, 1924

# PAPER PRODUCTION FOR JUNE DROPS

## Volume by Mills Reporting to the American Paper and Pulp Associating and Cooperating Organizations Shows a Decrease for Month of 10 Per Cent as Compared with May—Association Report Says There Is Every Indication Now that the Demand Will Be Much Larger the Latter Part of August Than Is Usually the Case for this Month.

Production of paper by identical mills reporting to the American Paper and Pulp Association and co-operation organizations showed a decrease of 10 per cent in June from the May production, according to the monthly statistical summary of the paper and pulp industry. The decreased production during June was the usual seasonal falling off of manufacture during the summer months. Although the drop on production came a few weeks earlier than is usually the case, on the other hand information from many mills indicates that this is being followed by an earlier return on demand. There is every indication now that the demand will be much larger the latter part of August than is usually the case for this month.

The tonnage summary is prepared by the American Paper and Pulp Association with the co-operation of the Binders Board Manufacturers' Association, News Print Service Bureau, Tissue Paper Manufacturers' Association, Wrapping Paper Manufacturers Service Bureau, and Writing Paper Manufacturers' Association. The figures for June are as follows:

| Grade | Number of Mills | Production Net Tons | Shipments Net Tons | Stocks on Hand End of Month Net Tons |
|---|---|---|---|---|
| News print | 66 | 120,723 | 122,229 | 33,428 |
| Book | 56 | 79,597 | 77,276 | 37,611 |
| Paperboard | 105 | 96,835 | 95,713 | 36,032 |
| Wrapping | 82 | 40,711 | 38,251 | 61,857 |
| Bag | 22 | 8,121 | 8,159 | 7,464 |
| Fine | 81 | 22,573 | 20,858 | 40,684 |
| Tissue | 42 | 9,791 | 8,497 | 10,765 |
| Hanging | 8 | 2,544 | 3,068 | 4,672 |
| Felts | 20 | 15,030 | 14,025 | 4,519 |
| Other grades | 58 | 18,547 | 18,077 | 15,726 |
| Total, all grades | .... | 414,472 | 406,153 | 252,758 |

The statistical table below gives the number of mills reporting to the American Paper and Pulp Association and the U. S. Pulp Producers' Association, and the data as to production of the various grades of pulp in June.

| Grade | Number of Mills | Production Net Tons | Shipments Net Tons | Stocks on Hand End of Month Net Tons |
|---|---|---|---|---|
| Ground wood pulp | 104 | 99,194 | 3,262 | 162,151 |
| Sulphite, news grade | 40 | 40,112 | 3,090 | 17,087 |
| Sulphite, bleached | 20 | 19,142 | 3,013 | 2,954 |
| Sulphite, easy bleaching | 4 | 4,026 | 671 | 267 |
| Sulphite, Mitscherlich | 6 | 4,980 | 339 | 694 |
| Sulphate pulp | 11 | 11,104 | 2,646 | 5,388 |
| Soda pulp | 12 | 14,776 | 3,987 | 2,694 |
| Other than wood pulp | ... | ..... | ..... | ..... |
| Total, all grades | ... | 193,334 | 17,008 | 191,235 |

### Watertown Mill to Make Ground Wood Papers

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., August 14, 1924.—News that another northern New York paper mill is leaving the ranks of the news print manufacturers to go into the specialty manufacture has come with the announcement of S. B Wardwell, secretary and treasurer of the West End Paper Company of Carthage, that the company will enter the manufacture of high grade ground wood paper.

The company has engaged a new maanger, Henry Smith of the Ryegate Paper Company of East Ryegate, Vt., and machinery is being made over to permit the manufacture of the specialty. New calendar rolls are being installed on the machines, and the machinery is being generally overhauled. The output will be continued at the present rate of 40 tons daily.

Prominent paper makers of this region have for some time been predicting that within a few year's time all of the mills of this district will be giving up the manufacture of news print owing to the high cost of production. This is due to the scarcity of pulpwood in this region and the keen competition among the mills. They predict that the mills will either go into special work or will be made over into hydro-electric developments.

Gradually the mills are either being closed or are going into the manufacture of specialties. The International Paper mills of Brownville and Glen Park have one by one been closed down. Knowlton Brothers have long been in specialty work and the Sherman Paper Company is making some higher grades of paper.

### F. B. Veitch Heads Paper Committee

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., August 15, 1924.—The first meeting of the Paper Specifications Committee of the Joint Congressional Committee on printing was held last week.

F. B. Veitch of the Paper Laboratory of the Bureau of Chemistry was elected chairman of the committee and Ansel Wold, secretary.

The committee will hold meetings regularly twice a week until the paper schedule for the next annual opening for the Government Printing Office has been completed. The Specifications Committee has invited interested paper manufacturers to come before it and submit any suggestions relative to the new specifications which they think pertinent.

### Strike in Newfoundland Settled

ST. JOHNS, N. F., August 11, 1924.—The threats to destroy the Humbermouth Pulp and Paper project, which caused the dispatch of two warships and three policemen to the west coast settlement of Cornerbrook, had blown over last week and the 4,000 strikers had returned to work under concessions granted by the company.

Advices received here said that work in all departments was resumed in full.

# ST. REGIS CO. TO START WORK ON MILL AT CAPE ROUGE, QUE.

**Ground Will Be Broken, It Is Understood, Early in October for Plant to Consist of Three Buildings for the Manufacture of Pulp and Paper—Bond Issue of the Duke-Price Power Co., Ltd., Is Quickly Absorbed in Canada—Report of the Pulpwood Commission Fails to Attract Much Attention Because of Its Non-Committal Character—Activities of International Paper Co. in Canada.**

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, Que., August 11, 1924.—The St. Regis Pulp and Paper Company will commence to break ground at Cape Rouge, near Quebec, at the beginning of October for the building of very extensive mill properties which they had decided upon about one year ago. It is understood that the company will erect three buildings for the manufacture of pulp and paper, as well as another large building which will be devoted exclusively to the manufacture of cardboard. Another important featuer of the affair is that the company intends to restrict its operations in the United States and will sell its power to other plants for which it expects a substantial revenue, and in the meantime it will purchase its power for the Cape Rouge mills from the Shawinigan Watr and Power Company. It is further reported that the St. Regis Pulp and Paper Company has secured pulpwood limits on the Mont Louis Seigneury which include 74,000 square miles of timber. The St. Regis Company already owns a large area on the north shore across the St. Lawrence from the point of Gaspe Peninsula, where the Mont Louis Seigneury limits are located.

### Duke-Price Power Co. Bond Issue

A portion of the $12,000,000 issue of bonds of the Duke-Price Power Company, Limited, was offered in Canada during the past week and as in the case of the American offering was over-subscribed within a few hours. In fact, the bonds have advanced a small premium over the offer of 99.

The capital is to be used in connection with the gigantic power development scheme at the headwaters of the Saguenay River, a scheme which it is declared will have three times the capacity of the Muscle Shoals plant during low water conditions, and will cost less than half that at Muscle Shoals, besides taking only one-quarter of the time to complete.

Construction in connection with the Duke-Price scheme is already well advanced and the station will be in operation early next year. According to Hugh L. Cooper, the engineer in charge of design and supervision, the minimum discharge of the Tennessee River at the site of the Muscle Shoals development is 7,350 cubic feet per second. A. S. Crane, vice-president of J. G. White Engineering Corporation, state that the unregulated flow of the Saguenay River varies between 8,000 and 200,000 cubic feet a second, with an average of 49,000 second feet. The initial development at Muscle Shoals will be 100,000 h.p., which it is planned shortly thereafter to increase to 260,000 h.p., but such a capacity is held here not to be warranted when it is understood that the primary power output, taking into consideration regulation but without the use of steam standbys, will probably not exceed 100,000 h.p. The initial capacity of the Duke-Price station will be 360;000 h.p. which can be increased at small cost to 540,000 h.p The cost of installing the initial development at Muscle Shoals will probably be over $60,000,000, not taking into consideration any value of water-power rights and the like. The Duke-Price Power Company shows a plant account, together with the amount of proceeds to be deposited with the trustees for the completion of the dam, of $29,700,000. The work of constructing the Muscle Shoals Station was started in 1918, and the development probably will not be in operation until 1926. The Duke-Price Power Station was started early in 1923 and will be in operation early in 1925.

It is true that the dam at Muscle Shoals will be the largest in the world, nearly a mile long, but the length of a dam does not necessarily make for large generating output. It is the quantity of water flowing and the head which count. As a matter of fact, a long dam is a disadvantage inasmuch as it means much greater original cost and higher maintenance. The quantity of water impounded by the Muscle Shoals dam is only a very small fraction of that which will be impounded in Lake St. John—probably the most extensive storage reservoir on the continent. The minimum regulated flow at the Duke-Price Power Plant will be several times the minimum regulated flow at Muscle Shoals, and the head of water will be somewhat greater. The Duke-Price power station will reach completion in the early part of 1925.

The power station building, with integral dam, is about 150 feet high from foundation to roof and about 150 feet wide at the base. The length of the building is about 800 feet. Space will be provided in it for 540,000 h.p. hydro-electric turbine units, and the initial installation will be 360,000 h.p.—one of the largest stations in the world. The power station with its initial installation is capable of sending out over 2,000,000,000 kilowatt-hours of electrical energy annually, or substantially more than the combined output of the New York Edison Company and the United Electric Light & Power Company, which serve a large part of New York City, and nearly four times that of each such large companies as the Brooklyn Edison Company, Consumers Power Company, Edison Electric Illuminating Company of Boston, Mississippi River Power Company and New England Power Company.

There have been completed all of the foundations of the station and principal dam and a substantial part of the superstructure which together with the other dams, will require nearly 500,000 cubic yards of 13,000,000 cubic feet of concrete. The water wheels of Allis-Chalmers manufacture and the Canadian Westinghouse Company electrical generators have been under construction for some time and are practically ready for delivery. This is also true of the other equipment of the station, and judging by the very rapid progress which has been made, W. S. Lee, chief engineer of the company as well as of the Southern Power Company and other utilities, feels confident that the plant will be placed in operation about January, 1925. The favorable natural conditions are the primary cause of the low cost per unit of capacity.

The contract with Price Brothers & Co., Limited, contemplates the sale of 160,000 h.p. at $7.50 a h.p. year, which is but little over one mill per kilowatt-hour, and 40,000 h.p. at $12 a h.p. year, or about two mills a kilowatt-hour. The power sold at the lower rate will be used by Price Brothers & Co, Limited, for the purpose of heating processes in the operations in place of coal, and the contract contemplates that when the Duke-Price Power Company, Limited, obtains customers for the sale of such power at higher rates, that it can divert such power (ultimately up to 160,000 h.p.) from Price Brothers & Co., Limited. The net earnings from Price Brothers & Co., Limited, will alone approximate 1¾ times the interest charges on the present issue of $12,000,000 First Mortgage 6's and, of course, these earnings will be increased with the sale of additional power.

### Pulpwood Commission's Report

The report of the Royal Commission on Pulpwood, appointed to consider the question of a proposed embargo, has not attracted much attention, largely because of its non-committal character. It states that Canada is dissipating its woods capital "perhaps

(*Continued on page 36*)

# FILER FIBRE CO. OBTAINS INJUNCTION AGAINST MEN

**Order Issued Against International Brotherhood of Pulp and Paper Mill Workers and Others Prohibits Picketing Or Any Other Interference With the Company's Operations — General Manager Schnorbach States That Conditions Caused by the Recent Labor Trouble Will Be Relieved as Rapidly as Possible By the Employment of New Men — News of General Interest in Michigan Industry.**

[FROM OUR REGULAR CORRESPONDENT.]

MANISTEE, Mich., August 11, 1924.—Relief for the Filer Fibre Company after a month of labor turmoil has come in the form of an injunction issued by Judge Vanderwerp, of Muskegon, prohibiting further picketing at the plant or any interference with the company's operations on the part of workers or sympathizers.

The injunction was issued against the International Brotherhood of Pulp and Paper Mill Workers, the Filer City local, its organizer, S. Ed. Launer, local officers, committee members and their associates.

The restraining order forbids the defendants under an individual penalty of $10,000 to interfere with the employees of the company now at work and also those who may become employees; to congregate, linger or loiter in the neighborhood of the company's premises; to interfere with the free access of the employees to the plant on their way to work and their return to their homes; to order any unlawful acts to be done; to post notices, distribute [illegible]ars, stage parades and molest employees, tending to cause employees to quit the company; and to threaten any employees of their families.

S. Ed. Launer, alleged walking delegate of the International Brotherhood of Pulp and Paper Mill Workers, came to Manistee in June and organized the entire crew of the Filer Fibre Company's pulp mill and all laborers in the wood yard and wood room. There [illegible] a few of the beater room helpers and finishing room girls, including the girls counting paper who went into organization. The paper machine workers had nothing to do with the union and did not go out.

July 13 the local union demanded the discharge of a certain yard foreman and the immediate re-employment of all men laid off in the yards. No mention was made of a wage demand. When General Manager P. P. Schnorbach refused to meet these demands the men walked out.

General disorders followed. Some of the employees are alleged to have been stoned. A log boom in Manistee lake was broken, releasing $40,000 worth of bolts. Women joined with the men in these disturbances. About a week ago Captain Fagan and five members of the state police arrived in Filer City and order was restored, though picketing continued.

General Manager Schnorbach reports that the recent labor troubles have been costly to the Filer Fibre plant. There was an unusually large accumulation of orders for No. 1 kraft on hand when the strike broke and though the paper machine has operated steadily during the day, it has been impossible to keep up production due to a general shortage of help. This condition will be relieved as rapidly as possible by the employment of new men, until all places have been filled.

### Statement by Mr. Schnorbach

"Filer City is a settlement in Filer township adjoining Manistee," said Mr. Schnorbach, "and the company has made it a rule in the past to always employ men living in the community, especially those who own their homes. This company has had demands made [illegible] it in the past and has submitted repeatedly to the wishes of the community. Numerous minor labor troubles have been ironed out and settled, but in this instance the officials have taken a firm stand and intend to operate the mill without taking back any of the men who have taken part in the last attempt to ruin its business."

Manistee business men have been interviewed and report the Filer Fibre Company one of the best industries in that section. They are inclined to sympathize with the stand taken by the company, several incidents of the last labor trouble being particularly wrath provoking.

### Changes in K. V. P. Co. Offices

There has been considerable shifting around in department and sales offices recently at the Kalamazoo Vegetable Parchment Company's plant. The purchasing department has been shifted to the new warehouse building, while the engineering department also has offices in the same structure. Don Ross and special sales department is occupying the offices vacated by the purchasing department. The Wax sales offices have been moved to the new mill, second floor.

### General News of the Trade

Kalamazoo Vegetable Parchment met Thursday evening in the Parchment community house for a dinner and program. Following the repast there was a round tabel discussion, a sort of experience meeting, giving heads of the various departments a chance to offer suggestions in handling problems that have arisen from time to time.

General discussions of mill operation problems made up the program for the Thursday evening session of the Foreman's Club of the Kalamazoo Vegetable Parchment Company. The round table conference, following dinner in the community house, was presided over by Jacob Kindleberger, president of the company. These department problem talks are proving valuable in promoting efficiency in running the entire plant. All topics have not been covered as yet and the program will be continued.

The Lee Paper Company, Vicksburg, has donated $500 toward the promotion and erection of a hospital in that village. A large residence is now being remodeled for that purpose.

S. B. Monroe and John Pyl, directors of the Provincial Paper Mills, Ltd., have gone to Port Arthur, Ontario, to inspect the new mill just erected there. They were joined in Detroit by S. F. Duncan, T. A. Weldon and Alexander Fasken.

## Fire Protectors in Wisconsin Forests

[FROM OUR REGULAR CORRESPONDENT.]

MADISON, Wis., August 11, 1924.—Officials of the State conservation commission are preparing measures which will keep down to a minimum the fire hazard in Wisconsin forests this Fall during the danger season. A thorough inspection of the districts under charge of the commission has been made, lookout towers established and a thorough system of intertower communication perfected. Fire wardens are being chosen from the ranks of game wardens in the service of the commission and are all men familiar with the territory they will guard. Fire fighting squads will be organized in lumber camps and in smaller industrial centers in the danger areas. The protection measures being taken this year are the most comprehensive ever worked out by the State commission.

## Memorial for Oscar S. Greenleaf

[FROM OUR REGULAR CORRESPONDENT]

SPRINGFIELD, Mass., August 12, 1924.—Friends of the late Oscar S. Greenleaf, for years president and agent of the Holyoke Paper Company, are making plans for a memorial in his memory at Forest Park. He was one of the original donors of this splendid park of 600 acres and a pioneer in the Holyoke paper industry. It was through his encouragement and suggesting that several other paper making enterprises were started in Holyoke. It has not been decided as to just what form the memorial will take.

# TORONTO DISTRIBUTORS ON HUSTLE FOR MORE BUSINESS

## Paper Demand Continues Slow and Printing Trade Goes Flat Again—Quebec City Board of Trade Visit Plant of Abitibi Co.—Paper Men Tendered Receptions at Port Arthur and Fort William—Wood and Pulp Processes, Ltd., Granted a Charter—Canadian Branch of Carthage Machine Co. Begins Operation—Logging Men Facing Uncertain Labor Outlook at This Time.

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ontario, August 11, 1924.—Business in the paper line continues quiet and all distributors are hustling for orders. The printing trade, which picked up somewhat, has again gone flat and will likely remain in that state until the end of the present month. The Canadian National Exhibition opens in Toronto in two weeks time and paper jobbers are preparing for a large number of visitors from all parts of the country who take occasion to come to the city to do purchasing and see the exhibition. Mills are only fairly active.

The one change noticeable in the trade is that board plants have started to purchase supplies as stocks are low and manufacturers are now entering the market. There has been a substantial advance on all lines of waste paper during the past few days. Owing to the low prices, which have prevailed, along with the indifferent demand, there have not been heavy collections of late and now some of the mills want stock in a hurry. The collection system has been disorganized for some time but from this out it is expected that it will pick up.

### Interesting Visitors at Iroquois Falls

The booming paper town of Iroquois Falls, Ont., was visited recently by nearly a hundred members of the Quebec City Board of Trade, who were much impressed both by the beauty of the place and the hugeness of the mill of the Abitibi Power and Paper Company and its operations. Lord Byng, Governor General of Canada, and Lady Byng, will pay a visit to the town on August 29 and will be tendered a civic reception. The citizens of Iroquois Falls have taken definite steps to erect a memorial to the late F. H. Anson, president of the Abitibi Company, and all the employes as well as the directors of the organization are participating in the movement.

### Publishers Return from Europe

One hundred and fifty members of the Canadian Weekly Newspapers Association, who have been touring Europe for the past six weeks, have returned greatly pleased with their outing. They visited the exhibit of the Canadian Pulp and Paper Association at the British Empire Exhibition at Wembley Park and were delighted with the educative and imposing character of the display, which has had a markedly favorable effect upon British trade. The publishers also attended a garden party at Buckingham Palace, where every member was presented to their Majesties, the King and Queen. English publishers were also very kind in tendering various social functions to the travellers.

### Wages for Bushmen Are Low

Will logging be carried on to a greater extent this season than last? This is a particularly live question at the present time, and in view of the present state of trade, the abundance of labor, the comparatively low wages prevailing in the bush and the rather uncertain outlook, several sides of the question prevail. One is that owing to wages being so low, $26 to $30 per month with board, there is every indication, if business shows any evidence of a revival, of lumbermen and pulpwood contractors manning their camps to the fullest extent. Last year wages were almost double this figure, and during the first few months of the Fall, there was a great scarcity of help in the bush. This year the pay is fully 33 per cent lower. Last Fall in order to secure sufficient labor, some firms were paying as high as $50 and board, during the fall months.

### Paper Suit in Elks' Parade

At the recent convention of Elks in Edmonton, one of the delegates was T. H. Wilkes of the Abitibi Power and Paper Company, Iroquois Falls, Ont., who created quite a sensation in the big parade in his paper suit. In the procession was a fourteen foot high card board horse which stated that Iroquois Falls was a fine place. Mr. Wilkes by a fluttering paper suit drew attention to the fact that Iroquois Falls was a paper making town. He made the garb out of paper using purple and white, the colors of the Elks. Using a canvas suit as a base he fastened the paper to the suit, afterwards cutting it into ribbons.

### Met Death in Port Arthur Mill

Maxwell Bryan, an employee of the Provincial Paper Mills at Port Arthur, Ont., recently met death in the plant by being caught in the machinery and receiving terrible injuries to the upper part of his body. He died a few hours later in the Port Arthur hospital.

### High Honor for Paper Representative

At the forty-first annual assembly of the Sovereign Great Priory of Canada, Knights Templar, which was held last week at Windsor, Ont., Charles F. Mansell, of the Howard Smith Paper Mills' sales staff, Toronto, was re-elected Grand Treasurer, which position he has filled for sixteen years with faithfullness and ability. Mr. Mansell is one of the veteran paper representatives of Canada.

### Notes and Jottings of the Industry

The annual picnic of the employes of the Interlake Tissue Mills Company, Merritton, Ont., was held last week at Grimsby Beach. The event was largely attended and a most interesting time was spent in games and sports.

Ben. Logie, of the sales staff of the Lincoln Mills, Toronto, and family, are enjoying a motor trip to Sherbrooke, Que.

P. R. Faulkner, who has lately joined the sales staff of the Interlake Tissue Mills at their Montreal office, spent a few days in Toronto during the past week.

F. M. H. Cushing, manager of the Thorold division of the Provincial Paper Mills, is spending a vacation in Ottawa and other eastern points.

J. Robinson, of B. J. Ball & Co., Wellington, New Zealand printers and paper dealers, was a caller upon the trade in Toronto during the past few days.

Arthur Jewitt, manager of the Montreal office of the Provincial Paper Mills, Toronto, is holidaying at the Royal Muskoka hotel, Muskoka Lakes.

N. E. Wainwright, of the sales staff of the Port Arthur division of the Provincial Paper Mills, and family are on a motor trip to Boston and other New England points.

Crabtree and McKay, Limited, 142 Weston Road, Toronto, manufacturers of corrugated paper, have recently become a chartered company, with an authorized capital of $40,000 and have taken over the business of Crabtree and McKay.

Mr. O'Neill, purchasing agent for the E. B. Eddy Company, Hull, has returned from a trip to various industrial centers in connection with the placing of orders for the equipment for the new sulphite plant which the company is erecting and on which good progress is being made.

Kenneth Toy, western Ontario representative of the Provincial Paper Mills, Toronto, is at Go-Home Bay for a few weeks.

A large aerodrome and machine shop will be built at Sault Ste Marie, Ont., for the wintering of the Ontario air fleet of the Ontario Forestry Department consisting of fourteen planes from the Soo and Sudbury districts.

# Instant Return on the Investment!

A New York mill started its new BELOIT and was making marketable 20-pound paper in counter rolls *15 minutes after the stock was turned on the machine!*

A BELOIT starts in *producing.*

**Beloit Iron Works** Established — **Beloit, Wis., U.S.A.** Since 1858

On Nov. 4th, 1920, 26,000,000 people voted, BUT 27,000,000 did not. VOTE NOV. 4th. VOTE AS YOU PLEASE, but VOTE.

# GENERAL PICK-UP REPORTED IN CHICAGO PAPER MARKET

**Improvement All Along Line Was Noted During Past Week—Boards and Containers Distinguish Themselves by Making Substantial Gain—Clarence A. Buskirk to Do Sales Promotional Work for Barton-Hobart Paper Co.—Sales Meeting of Pilcher-Hamilton Co. Proves of Great Interest—Chicago Firm Requesting Customers to Report Views on Business Conditions.**

[FROM OUR REGULAR CORRESPONDENT.]

CHICAGO, Ill., August 11, 1924.—Conditions are looking up in the Chicago paper trade. The market generally shows unmistakable signs of stiffening all along the line, and with but few exceptions appears to be headed straight for a busy Fall season. In the opinion of the trade the pickup in activity will really begin even before Fall.

In the upper grades of paper there appears to be a stronger tendency toward firming up. Out-of-stock business has improved perceptibly. This has been especially noticeable during the last two or three weeks. Bonds are moving better now with the trend toward steadier takings on the part of consumers. Printers seems to be getting more work of late which in turn is having its effect on the demand for all grades of coated and book papers.

### Merchants Watching Stock Carefully

Right now merchants are beginning to keep close tab on their stocks. The purpose for this, it is said, is to be sure that enough stock is accumulated now at the prevailing prices to protect the business that is expected to be placed during September and October. By this it is gathered that price increases are anticipated in some directions and that today's quotations f. o. b. mill are on a safe level to warrant some additional purchasing for stock.

Demand for news print has waned, according to reports. Quite a number of prominent mills which ordinarily are kept operating at 100 per cent capacity to keep regular customers supplied, are now looking for purchasers. Besides, the price level fluctuates wherever an especially attractive piece of business is to be had.

### Some Bright Spots in Coarse Market

Withal, there is a better feeling in the coarse branch of the market. An increase in price went into effect lately on rag wrappings. This, it is reported, is on account of the scarcity of rags which has not only affected this industry but every other division of the paper market. Merchants find it difficult to get mills making this grade of wrapping to take orders for later shipments. Most business they are taking now is for immediate shipment. Nothing is accepted with other shipping instructions. It is the belief of some members of the coarse paper trade that this paper will go higher and they are buying now for Fall business.

On account of the highly competitive conditions which southern kraft mills are required to meet in the Chicago market, many of them are shutting down for the present. Northern papers coming into this market from Wisconsin are putting the southern product out of the running. The latter has sold during the last few weeks for surprisingly low figures.

The tissue market is weak just now. Opinion has it that it is about 60 per cent overproduced with more firms going into the manufacture of it. This means lower prices all around and no doubt such counter-bidding that many will be forced out of the game.

### Boards and Containers Stage Comeback

Both boards and containers are on the road to a complete comeback. Advances in the price of boards in particular indicate a steady strengthening in the market. Strawboards are reported as selling at higher figures f. o. b. mills. Producers are gradually getting back to full time schedules and production should increase from now on into the Fall and Winter months.

Likewise have various grades of paper stock increased while the demand has climbed rapidly during the past week. There are quit a number of buyers in the field at present with indications of their becoming more numerous as the weeks go by. But even though the demand is stronger and the prices are up, there is not enough stock to supply it. Accumulations have not been heavy and as a matter of fact, paper stock dealers have not been working their forces full weeks during the last month or two because there was not enough stock coming in to keep them going. The same condition holds true today. It is expected that it will take from 30 to 60 days to get accumulations to take care of regular orders. Fall business is now coming in.

### Buskirk Joins Barton-Hobart Staff

The Chicago paper industry welcomes to its midst Clarence A. Buskirk who has just recently identified himself with the Barton-Hobart Paper Company, which has its headquarters in the Conway Building, of this city. Mr. Buskirk will do sales promotional work with this organization. He is well-known in the industry, having covered this territory for many years. For some years previous to his joining this Chicago firm, Mr. Buskirk was president of the Wolverine Paper Company, at Otsego, Mich. He resigned that position on June 1.

### Pilcher-Hamilton Goes after Glassine Sales

The August sales' meeting of the Pilcher-Hamilton Company, large merchants of book and wrappings' papers of this city took a different slant than the two which preceded it. The company has just taken over the Chicago sales agency for the Shellmar Products Company, of Milwaukee, Wis., and most of the meeting was occupied with a talk by one of the company officials to give the salesmen some inside dope on talking points in selling the product.

B. W. Martin, of the Shellmar company, which produces all sorts of multi-colored wrappers of glassine paper for confections, soaps, food stuffs, etc., was present at this meeting and he went into considerable detail to enlighten the boys on the process of printing these colors on such a paper. He also gave them some insight into the possibilities of making sales of this product and the salesmen went away feeling quite enthusiastic over the proposition.

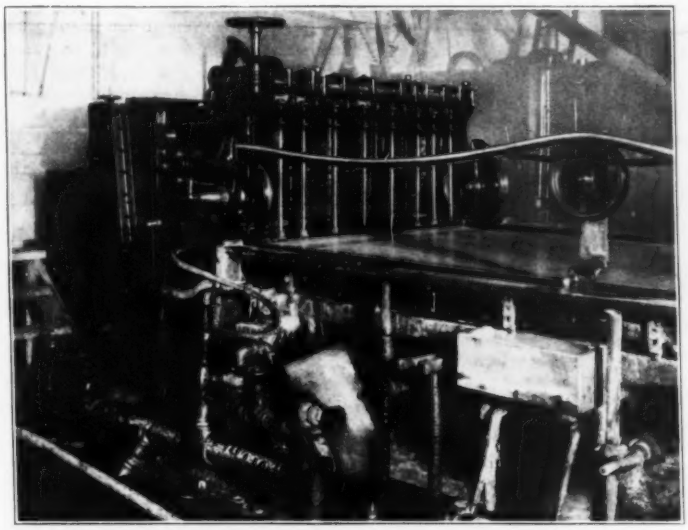
The meeting was held as usual in the Union League Club, of which E. A. Hall, Jr., is a member. The sales contest during the month of July was for the largest volume of toilet paper. The White Team, captained by George Schultz, won the prize which was awarded by Salesmanager Hall at the luncheon. The opposing team, the Red Team was headed by John De Vos. The August contest is for twines. The same teams will be maintained, but the captains will be switched. James Scott, secretary of the firm, has offered a special $25 prize to the winning team, in addition to the house prize.

Of special interest at this last meeting was a talk by Woodman Hamilton, credit manager, who spoke for ten minutes on "Be Yourself." He sought to impress each salesman with the idea that he is an individual character—not a machine—and that he must have ideas and policies of his own which should be reflected in each sale that he makes.

### Activities of the Paper Trade

James M. Abbell, manager of the Pricing Department of the J. W. Butler Paper Company, Chicago, and well-known throughout the entire paper industry of the central west is now away on his vacation and is not expected to return until about the middle of August.

Another popular member of the Chicago paper trade who is at present away from his desk enjoying a three weeks' annual vacation is Harry A. Rowley, secretary of the Chicago Paper Company.



*The Voith High Pressure Stock Inlet not only improves the quality of paper, but increases production and reduces the wear on wire. An attractive booklet giving full particulars about it is just off the press. Write for your copy today.*

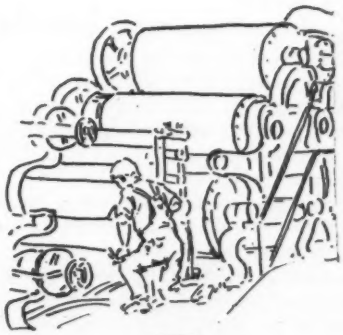
# Cutting Down Variation *in* Caliper *of* Paper 75%

Too much emphasis cannot be given the importance of improving the printing qualities of paper, and one of the most needed improvements is reducing the variation in paper thickness.

What has been accomplished by a Wisconson manufacturer along these lines is set forth in the following quotation from a letter in our files:

"It may interest you to know that after we installed the Voith High Pressure Stock Inlet on our No. 1 Paper Machine, the variation across the sheet was reduced, average 75%, over what it was before the installation, and that this was accomplished within 48 hours after the installation. Our formation also is very much better, and more uniform. We have sent you an order for a similar installation on our No. 2 Machine."

The Inlet mentioned above is shown in the illustration. We will be glad to give you further information about it and about others, which are giving results equally as satisfactory. Write for it today.



## VALLEY IRON WORKS CO.

**APPLETON, WISCONSIN**

**New York Office: 350 Madison Avenue**

# SIGNS OF MORE ACTIVITY IN PHILADELPHIA MARKET

**Improvement Is Especially Noticeable in Fine Paper Divisions of the Market—More Orders for Paper Stock Followed by an Advance of Almost 20 Per Cent for Book Stock—Riegel & Co. Move to Larger and More Desirable Quarters at Sixth and Cherry Streets—Wholesale Rag Dealers Division of the Philadelphia Waste Dealers Association Prepares Specifications for the Grading of Rags.**

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, Pa., August 11, 1924.—While the paper business is not active the outlook is more encouraging than it has been. Expansion is particularly notable in the fine paper division where there are not only inquiries for future orders but the actual listing of requirements for present days' needs in more generous proportions. The improvement extends not only to the city but is even more prominent in the up-state trading. Printers as a whole and a few of the larger publishers have been coming into the market with frequent and fair sized orders for the full line of fine papers including books, bonds, ledgers and covers. The leading unit in the movement of fine papers is book with fairly good sized orders and frequent inquiries for futures. Bonds of the medium priced grades follow as secondary factor while ledgers of the standard grades are equally as active. Prices are firmly maintained. Very little mill offerings have been coming into the local markets at the prices of the early summer months and therefore the stability in quotations has been established.

### Paper Stock Takes Jump

Radical departures in trading conditions were made in the paper stock markets of the past week. With the advent of August the mills came forth with actual orders and quantities of inquiries for deliveries for this month in preparation for resumption of manufacture in early September. The result of this sudden awakening in mill demand as predicted by the PAPER TRADE JOURNAL was the soaring of prices for all grades with an advance of almost 20 per cent for book stock, the scarcest grade on the market. The scarcity of book stock has been noted for many months and those dealers who have any of the grade on hand are holding it for better prices than those now offered. The cheaper grades of stock are moving with rapidity at the advancing prices but dealers are able to meet only 25 per cent of mill requirements because of the smallness of stocks in the warehouses and none is available from other sources in larger bulks because of the prevailing scarcity. This scarcity has been brought about by the dullness in the printing industry and other sources of accumulation of stock for many months. Dealers have been keeping warehouses emptied through shipments of stock at the lower prices of July and therefore when the rush came there were no available supplies to meet it. The rag market did not share in the advance but was firmly maintained at the higher prices quoted in recent days.

### Riegel & Co. in New Home

A business history extending over a long period of years was brought to its most advanced step when Riegel & Co., completed the removal to their new and larger quarters in the old home of the Dill & Collins Company, at 6th and Cherry streets with the closing days of July. The acquisition of the new quarters not only provides the firm with greatly extended office, sales and warehousing facilities but also adds to the prestige of the company in the fact that it is closely allied with the approach to the Philadelphia-Camden Bridge, the biggest step ever taken by the City of Philadelphia in the development of closer communication between the New Jersey and this side of the Delaware River, and one which will give to those business establishments in alignment with it the best possible opportunity for development. This new structure across the Delaware is not only the most progressive step taken but also provides the largest single span suspension bridge in the world and therefore its importance can be readily grasped, as a business asset, for delivery service through a large portion of the territory throughout New Jersey particularly, which the Riegel Company serves.

When Riegel & Co. was incorporated in 1904 it was almost exclusively a wrapping paper house with specialties in the better grades of jutes and ropes made by the Warren Manufacturing Company. The incorporators succeeded the firms of Walkley, Diegel & Huff, and Walkley, Riegel, Barnes & Co. who had the agency for the sale of the Union paper bags as well as standard lines of wrapping papers.

The Riegels who gave the firm its title previously enjoyed long association with the paper industry in the Quaker City and its environs. Arthur B. Sherrill became actively associated with the firm's management following an experience of several years in the paper field in the metropolis joining the company when George E. Riegel, became a member of the firm upon his graduation from Princeton University.

Two years following the incorporation the wrapping paper business was continued and then the firm branched out into the broader field of fine paper distribution under the able assistance of Edward McCorkendale, who had the advantage of many years' experience in practical paper making under the guidance of his father in the mills of the Parsons Paper Company, Holyoke.

With the expansion the firm removed from its smaller quarters at 16 S. 6th street where for more than a decade it enjoyed rapid growth and the acquisition of new mill accounts of the standard advertised brands of printing and fine papers such as the Hammermill Paper Company, the Parsons Paper Company, the Millers Falls Paper Company, the Advertisers' Paper Mills, the Eastern Manufacturing Company, the Esleeck Manufacturing Company, the District of Columbia Paper Company, the Warren Manufacturing Company and in August, 1923, the firm took over the distribution of the primary standard lines of the American Writing Paper Company. Since then other well known lines have been added. The removal gave the company the larger and more modern establishment 46-50 N. 6th street for its home in 1917. In 1921 an entirely new department was formed for the distribution of envelopes now in charge of M. J. Porter, featuring the United States Envelope Company products.

In the new home there are available 30,000 square feet of space and all of this is occupied. Opportunity, however, was afforded for the development of a new service and advertising department in charge of W. Lowrie Kay, where there will be permanently displayed in large cases a complete exhibition of the various papers in which the firm specializes together with printed specimens illustrating their possibilities. The display is supplemented by personal service of Mr. Kay in the preparation of dummies and other service connected with the application of paper to the printing and publishing industry. The new service is quartered on the main floor and is readily accessible.

All the officials have been allotted individual offices in attractive surroundings and furnishings. The paper warehouse is of thoroughly modern design, the forms or racks for open goods, reams and packages being constructed of wrought iron pipe, each adapted to certain sizes so as to obviate waste space. The open cases are handled similarly in iron and wooden racks specially built for them with rollers at the bottom for easy access. Overflow stock will be handled in a concrete building on 7th street, a block away. The double storage facilities and the 7th street building will be devoted to storing of full cases of which there are several thousand.

*(Continued on page 34)*

Dilts-

"Your paper is made in the beaters"

It is economy, therefore, to install the best beating equipment

"Your paper is made in the beaters"

7014

Dilts

MACHINE WORKS, Inc. FULTON, N.Y.

EXPORT OFFICE ~15 PARK ROW~ NEW YORK CITY

# PAPER DEMAND IN BOSTON IS SHOWING IMPROVEMENT

**Business Is Perceptibly Growing Better in All Lines and This Has Stimulated the Demand For Most Lines of Paper — Improvement Is Especially Noticeable in Box Boards Where Some Mills Are Making Higher Quotations — Severe Storm Damages Plant of Louis Dejonge & Co., at Fitchburg, Mass.—John Carter & Co. Open New Warehouse at 855 Main St., Hartford, Conn.**

[FROM OUR REGULAR CORRESPONDENT.]

Business is perceptibly improving and there is increased activity all along the line. The reaction is noticeable and the orders are genuine. This situation is similar to that reported in many lines outside the paper trade and it is this general business activity which has made the wheels turn a bit more lively in the paper trade. With printing papers, business has not been very bad all the year for many business firms have felt it worth while to keep up a steady fire of advertising and sales promotional letters and circulars in order to stimulate business during an abnormally dull period.

### Improvement in Box Boards

It is in the box boards and raw stock that the improvement is mostly to be noted. Prices have stiffened considerably. There are no considerable stocks on hand for the reason that everyone seems to have yielded to the popular idea of buying as little raw material or finished material as was needed to get along with. The result is that with no raw stock on hand, mills have suddenly gone into the market where there is no accumulation on hand and by placing orders for immediate delivery they have actually forced a stiffening up of prices and for grades most in demand, an actual increase in prices. Your correspondent saw telegrams from two prominent box board mills wherein all former quotations were withdrawn and instructions given to take no more business without first obtaining new quotations.

Everyone is delighted with the new turn of affairs but the buyer who has been accustomed to delivery in two or three days is going to be dissappointed now for the impossible cannot be done so quickly. Deliveries are necessarily slower and with increased pressure brought to bear on the buying department executives, it is natural that prices should advance a point or two for a time until the balance of normal supply and demand is once more shifted to its proper relationship.

This is no time for speculative buying or for plunging on the market but it is time for the far sighted business man to look the facts in the face.

### New England Trade Notes

F. B. Cummings, president of the Storrs & Bement Company, of Federal street, Boston, and T. W. Kitson of John Carter & Co., Inc., Atlantic avenue, Boston, are two enthusiastic members of the Boston Advertising Club who have been abroad during the past five weeks attending the conference of the National Advertising Clubs of the World. They arrived on the *Berengaria* and reported a wonderful trip with sightseeing as well as convention activities. Mr. Cummings journeyed over to Paris while Mr. Kitson took advantage of the occasion to visit many of his relatives in England.

Frank McAllister, general sales manager of the Poland Paper Company at Mechanics Falls, Me., was in Boston the past week conferring with the trade.

The severe storms of the past few weeks have raised a lot of trouble in New England generally. At the plant of Louis Dejonge & Co., at Fitchburg, Mass., roofs were blown off the buildings with the result that several employees were hurt somewhat and that many employees were thrown out of work until repairs and replacements could be made.

John Carter & Co., Inc., have opened a new warehouse at 855 Main street, Hartford, Conn., where they are stocking the complete Dill & Collins line of papers. The branch warehouse is in charge of H. B. Harwood, who has been Connecticut representative for this firm for a number of years. He is assisted by L. J. Ward, who had formerly made his headquarters in Springfield, Mass.

According to R. F. Chapin, sales manager for the Millers Falls Paper Company, of Millers Falls, Mass., an intensive advertising campaign will soon appear in the interests of Old Deerfield Bond papers. It is expected that in addition to trade journal space much direct mail appeal will be made.

## PHILADELPHIA TRADE MORE ACTIVE

(*Continued from page* 32)

At the head of the active management is Arthur B. Sherrill, treasurer and general manager, and George E. Riegel, president. The surrounding staff are Winfield Predmore, credit manager, and assistant treasurer; George E. Randall, in charge of wrapping paper department; James McCracken, in charge of the fine paper division also sales manager; J. K. Quinn, immediately in charge of the mill order desk and assistant buyer and M. J. Porter in charge of the book papers and envelopes.

### Waste Dealers Asso. Issues Specifications

Specifications for the grading of rags have been prepared according to the newly instituted ruling of the Wholesale Rag Dealers Division of the Philadelphia Waste Dealers' Association for the purchasing of rag stocks in the local market and will be sent within the week to the various rag dealers among the membership and those firms collecting rag stocks. These specifications were compiled at the recent meeting of the Division and will govern the grading of all rags purchased by the wholesale dealers. Stock packers will be obliged in the future to pack all rangs according to grading regulations set down in the specifications before they are accepted into the warehouses and this will enable the dealers to handle them with dispatch and provide the mills with more efficient packings so that the manufacturers are assured of securing only the assorted rag stocks called for under the new regulations and not promiscuous packings as heretofore. The first joint meeting of the Waste Dealers' Association and the Rag Dealers Division will be held on the first Thursday in September when there will be appointed to head the various divisions of the Association, Chairmen, who will govern the activities of the four auxiliaries, the metal, rag, paper and waste divisions combined in the main organization of which Evan G. Badger is president.

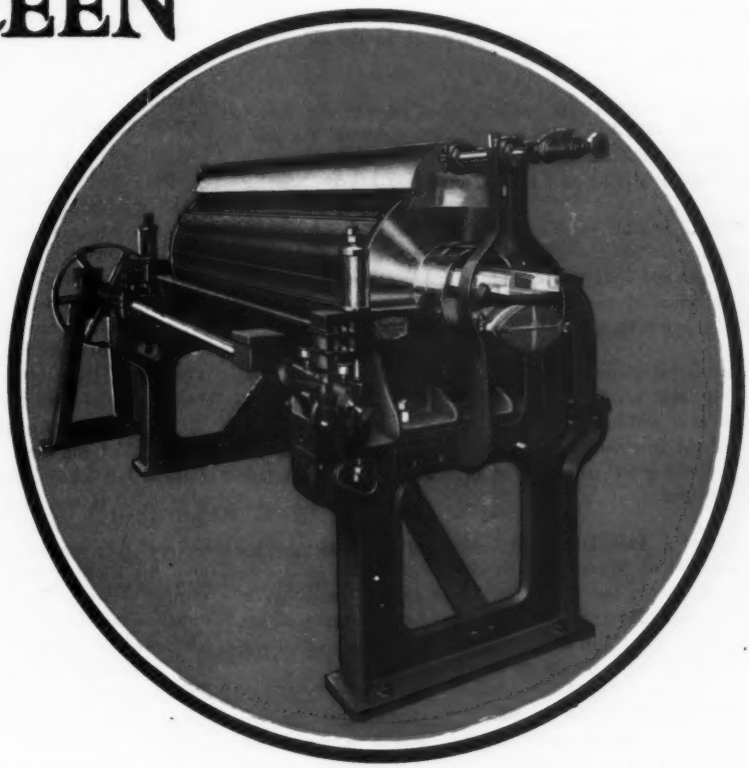
### Fine Paper Division Meets

No action was taken on the question of discontinuing the meetings of the Fine Paper Division of the Philadelphia Paper Trade Association at this week's luncheon gathering held on Thursday in the Bourse when Richard Hartung of A. Hartung, Inc, acted as chairman and host to his fellow associates in the distribution of paper. The meetings will be continued as heretofore throughout the month of August. It was anticipated that the members would prefer the cessation of activities until the cooler days of September in accordance with the action of the Wrapping Paper Division taken at the July gathering when the last of the summer sessions was held.

### W. R. Tustin Joins Ward Co.

William R. Tustin, well known in the local paper trade and long associated with it in connection with its most prominent fine paper distribution establishments, will on Monday of this week become a member of the sales staff of the D. L. Ward Company, 28 S. 6th street, following several years' association with the Whitaker Paper Company as Philadelphia manager. Mr. Tustin will act as inside and street sales' representative of the Ward Company. He long was identified with the old firm of Magarge-Hare Company and upon its dissolution several years ago joined the Hartung, Grossman and Whitaker Companies.

# THE WALPOLE SCREEN



## No Trouble from Strings and Slime

THE Walpole Screen Plates are always clean, hence no strings or slime find their way into the head box.

If you work with long fibred, slow working stock, we can refer you to many mills having similar problems who have overcome their screening troubles with Walpole Screens.

**BIRD MACHINE COMPANY**
**South Walpole Massachusetts**

*Western Representative*
*T. H. Savery, Jr., 1524 Republic Bldg.*
*Chicago, Ill.*

*Canadian Builders of Bird Machinery*
*Canadian Ingersoll-Rand Co., Limited*
*260 St. James Street, Montreal, Canada*

7062

# New York Trade Jottings

R. C. Tilden of the Sales Department of the Internatiaonal Paper Company, who has been spending his vacation in Maine, returned to his desk at the International offices on Monday.

* * *

I. S. Reynolds, for some time associated with the Mead-Patton Company, resigned his position on August 1. He contemplates being identified with the manufacturing branch of the industry and is shaping his plans in that direction.

* * *

A bankruptcy petition was recently filed against the Rudolph Paper Company, 1350 Lafayette avenue. The liabilities are said to be about $200,000 and the assets about $75,000. Judge Knox has appointed Clifford McChrystie, receiver, under a $15,000 bond.

* * *

The Joint Committee of the American Wood Pulp Importers, the Technical Association of the Pulp and Paper Industry and the American Paper and Pulp Association has proved the application of Olin W. Callighan of the Allied Paper Mills, Kalamazoo, Mich., as chemist for sampling and testing wood pulp.

* * *

The International Paper Company is about to resume operations at Glens Falls Mill which was shut down the third week in June. For the present it will be operated about 70 per cent capacity. The production of the International is now running at about 75 per cent of normal. News print operations at the Canadian mills are proceeding at capacity.

* * *

The Box Board Association will hold its next meeting at the Commodore Hotel on Wednesday, September 10. The association expects at that time to have Secretary Davis and Commissioner of Labor Statistics Ethelbert Stewart in attendance to report on the accomplishments in regard to the five-day operating week which was discussed at the labor conference on May 2.

* * *

Alfred Bunge is now located at 500 Fifth avenue where he will conduct a pulp and paper business. He has been in business since 1898 and has gained vast experience through his travels in the United States, Canada, Japan, Norway, Sweden, Finland, Germany, Austria, Czecho-Slovakia and other parts of Europe. Mr. Bunge now plans to call on the mills in this country and keep in close touch with the manufacturers abroad. His telephone is Pennsylvania 4880 and his cable is Alfbunge, New York.

## ST. REGIS TO START ON NEW MILL

(*Continued from page 26*)

more than any nation in the world," and then proceeds to a recommendation of various conservation measures. No recommendation is made in regard to an embargo. The report will not be considered by Parliament until the next session this fall. F. J. Barnjum, the leading advocate of an embargo, says the report is of no value as it merely repeats what all Canadian foresters have advocated for years. Consequently he considers the $70,000 expended on the Commission as wasted.

### Port Alfred Takes Over Bay Sulphite

Official announcement has been made of the taking over by the Port Alfred Pulp and Paper Corporation of the Bay Sulphite Company, Limited, and of the fact that R. O. Sweezey of Montreal, has been appointed president of the Port Alfred P. & P. Corporation. The Bay Sulphite Company, Limited, which was organized at the suggestion of the British Government and with the co-operation of leading British and French newspapers and paper manufactures, commenced operations in 1918 with an annual output of 28,000 long tons of sulphite pulp, has since been increased to 40,000 long tons per annum. The mill is one of the largest cost producers of high-grade pulp in America and is constructed and equipped in accordance with best modern practice. It is ideally located on tidewater at Port Alfred, on the Saguenay River, combining the advantages of proximity of wood supply with the ability to load large ocean vessels directly at its own wharves at sea level. The company and its subsidiaries own outright or control approximately four and one-quarter million cords of pulpwood and, in addition, the company holds long-term valuable contracts with Chicoutimi Freehold Estates, Limited, which owns freehold 400,000 acres of virgin forest. These contracts entitle the Bay Sulphite Company, Limited, to receive sufficient wood to meet the entire annual requirements of the Port Alfred Mill at full present capacity.

### Now the Largest News Print Mill

Price Brothers & Co. finished the second of their two new news print machines this week, bringing their output to over 500 tons per day and making Price Brothers the largest single newspaper mill in Canada. This machine was made by Charles Walmsley & Co., and is a duplicate of another machine that started to produce early in the year. They are the largest machines in Canada. Price Brothers are proceeding without curtailment with the enlargement of their news print producing capacity, and will eventually bring their plant to an output of 900 tons a day by the installation of four more machines.

### Canadian Activity of I. P. Co.

The chief engineer of the International Paper Company was in Canada last week and it is learned tht he was looking after supplies of steel and other materials for the big new newsprint mill that the International intends to put up in Canada. The site of the mill has not been chosen, and is hardly likely to be chosen until the Riordon foreclosure sale has been completed when a deal may be arranged between the new owners—likely the bondholders' committees—and the International for the conveyance of at least a portion of the properties to the International, who would then erect their news print mill in connection with the Riordon pulp mills. Failing some such arrangements as this, the mill will likely be built either alongside the International's present mill at Three Rivers or at Batiscan.

### L. R. Wilson Elected Vice-President

L. R. Wilson has been elected vice-president of the Abitibi Power and Paper Company and W. H. Smith, who has for a number of years been treasurer of the company, has been officially appointed to the office of secretary of the organization and will now have the title of secretary-treasurer.

Arrangements are now under way for the erection at Iroquois Falls, Ont., of a memorial to the former president of the company, the late F. H. Anson.

## Salesmen of Dudley Paper Co. Meet

[FROM OUR REGULAR CORRESPONDENT.]

LANSING, Mich., August 12, 1924.—The decline in paper prices is nearing an end, according to Fred Weissinger, secretary and sales manager of the Dudley Paper Company. He gave expression to this opinion at the general sales conference of the concern, which was held here Friday. He says that no sharp upturns can be expected and that on certain lines there may be further slight decreases, but as a rule price quotations are being stabilized and a substantial recovery is predicted before the end of the present year.

Consumption of paper in the company's territory is on the increase, he says, indicating that manufacturers are resuming and their payrolls increasing the buying power of the public. Paper stocks are generally low and must be replenished, which would indicate both active production and buying in the immediate future.

Branch managers and sales representatives from Saginaw, Bay City, Traverse City and Battle Creek attended the conference in the general offices.

*Established 1886*

# *Wood Pulp Service*

*Our clients' needs are carefully considered and our advice is based on a constant study of the world's Wood Pulp markets. Our customers are therefore assured of maximum value at minimum cost.*

*Regular shipments of large tonnage enable us to give SERVICE in all grades and if you contemplate buying Bleached or Unbleached Sulphite, Kraft or Ground Wood, we can make favorable offers for prompt or contract shipment.*

## M. GOTTESMAN & COMPANY

—INCORPORATED—

**18 East 41st Street**
**New York, N. Y.**
**U. S. A.**

European Offices:
Stureplan 13,
Stockholm, Sweden.

# Editorial

Vol. LXXIX New York, August 14, 1924 No. 7
HENRY J. BERGER, Editor

## PAPER IMPORTS INCREASE DURING YEAR

The statistics of the imports of paper into the United States just issued by the Department of Commerce at Washington, D. C., for June, are more than usually interesting as the figures are given not only for the month but for the twelve months period ending with June. The figures for the year ending with June of the imports of all varieties of paper showed a considerable increase as compared with the same period in 1923, being $118,793,183 for the former period and only $102,910,603 for the latter. The imports of all varieties of paper for June as compared with the previous month, however, showed some decrease, the figures for the former month being $10,165,758 and for the latter $10,517,336. The imports of all varieties of paper for June a year ago were valued at $9,712,445.

The imports of news print for the twelve months ending with June were valued at $101,188,493, as compared with $86,311,528 for the same period a year ago. The imports of news print for June were valued at $8,761,596, as compared with $8,516,141 for May and $8,090,355 for June of last year.

The imports of wrapping paper, including kraft, for June, were valued at $173,088, as compared with $236,773 for May.

The imports of ground wood pulp for the twelve months ending with June were valued at $8,046,362, as compared with $7,951,400 for the same period in the previous year. The imports of groundwood for June were valued at $382,707, as compared with $419,618 for May and $568,534 for June of last year.

The imports of unbleached sulphite pulp for the twelve months ending with June amounted to $26,806,620, as compared with $26,296,853 for the same period last year. The imports of unbleached sulphite pulp for June were valued at $2,306,450, as compared with $1,760,962 for May, and $2,772,301 for June of last year.

The imports of bleached sulphite pulp for the twelve months ending with June were valued at $20,079,990, as compared with $22,002,582 for the same period last year. The imports of bleached sulphite pulp for June were valued at $1,468,983, as compared with $1,491,169 in May and $2,172,109 for June of last year.

The imports of sulphate pulp for the twelve months ending with June were valued at $15,291,687, as compared with $16,234,052 for the same period in the preceding year. The imports of sulphate pulp for June amounted to $956,855, as compared with $1,116,624 for May and $1,457,006 for June of last year.

The imports of rags for paper stock for the twelve months ending with June were valued at $8,336,601, as compared with $6,499,595 for the same period last year. The imports of rags for paper stock for June amounted to $750,594, as compared with $845,218 for May and $559,534 for June of last year.

The imports of waste bagging, waste paper, etc., for the twelve months ending with June were valued at $1,213,736. The imports of waste bagging, waste paper, etc., for June were valued at $112,640, as compared with $79,893 for May and $133,410 for June of last year.

The imports of old rope and all other varieties of paper stock for the twelve months ending with June amounted to $4,932,413, as compared with $5,078,874 for the same period last year. The imports of old rope and other paper stock for June were valued at $421,549, as compared with $530,332 for May and $422,798 for June of last year.

The exports of all varieties of paper for the twelve months ending with June were valued at $24,903,953, as compared with $25,496,326 for the same period last year. The exports of all varieties of paper for June amounted to $2,093,147, as compared with $2,076,353 for May and $2,433,613 for June of last year.

The exports of news print for the twelve months ending with June were valued at $1,694,321, as compared with $1,900,128 for the same period last year. The exports of news print for June were valued at $198,225, as compared with $140,293 for May and $166,409 for June of last year.

The exports of wrapping paper including kraft, for the twelve months ending with June amounted to $2,109,072, as compared with $2,188,364 for the same period last year. The exports of wrapping paper, including kraft, for June, were valued at $165,058, as compared with $173,709 for May and $224,307 for June of last year.

The exports of writing paper, except papeteries, for the twelve months ending with June were valued at $921,867, as compared with $1,092,869 for the same period last year. The exports of writing paper, except papeteries, for June, were valued at $71,403, as compared with $66,760 for May and $100,318 for June of last year.

The exports of toilet paper for the twelve months ending with June were valued at $487,128, as compared with $574,058 for the same period last year. The exports of toilet paper for June were valued at $37,012, as compared with $57,095 for May and $40,172 for June of last year.

## TURNOVER AND VOLUME

There is a popular feeling that volume is necessary to the success of a business. A simple statement like this that may seem obviously enough true Mr. J. H. Tregoe, executive manager of the National Assoication of Credit Men believes needs qualifications. Volume must be obtained without affecting equally important principles in a successful business. The objective of a business should be service, honest operations and profits. A business may run for a long while but not permanently if the third object is alone preserved; its lot is doubtful if the first two only prevail.

A proper turnover is more important in successful merchandising than merely volume. Volume may be obtained by increasing the stock of merchandise beyond safe capital ability or by having too large a proportion of sales on credit terms.

There is no doubt that in the list of really honest failures the most common cause of trouble is unwise buying. Take, in illustration, this situation: An establishment with a stock of $25,000 whose volume of sales for the year should be $100,000. If a gross profit of 30 per cent is calculated, this means that purchases of $70,000 should be made throughout the year, and according to

seasonal demands. A volume of sales amounting to $100,000, according to this formula, would mean a stock turnover of four times in the year, based on sales and not the purchase price. If, on the other hand, in order to sell $100,000 during the year, this establishment were to buy $90,000 in merchandise, we realize quickly how largely the stock would be added to and the payables increased.

It would seem axiomatic of successful merchandising that a proper turnover be sought rather than mere volume of sales. This is one of the points of business management that has been too lightly regarded and too little recognized by merchants. It is the custom usually to set a mark for sales and to reach that mark willy-nilly. In reaching that mark, receivables may mount up too largely, the stock of merchandise may increase too rapidly, payables may inconveniently accumulate, and the last stage will be found far worse than the first. Every credit executive should be alert to this important feature of successful merchandising. In scanning financial statements he should look carefully to the proportion of stock to sales.

It can be made a principle of credit departments that unwise buying is responsible for more of the legitimate failures than any cause so far discovered.

## To Ship English Clay Direct to Michigan

KALAMAZOO, Mich., August 11, 1924.—The steamship *Agga*, direct from Fowey, Cornwall, England, and loaded with clay in bulk for Michigan paper mills, is due to arrive at Michigan City about August 15. It is the first boat arrival of direct steamship service that will be continued indefinitely.

While no data is available on which to base the statement, it is believed the *Agga* will be the first steamship to dock at Michigan City, coming direct from a European port to discharge its cargo in the Indiana city. Clay in casks has been shipped by water to Michigan mills in years past. This is the first experiment in shipping clay in bulk.

William E. Knight, Long Branch, N. J., American sales representative of the Consolidated Mines of Cornwall, Ltd., is the author of the new system of transportation. Since his connection with the English corporation he has sold hundreds of thousands tons of clay to American paper manufacturers. Practically all this has been landed at an Atlantic port and then transported long distances inland by rail.

"That system has never pleased me," said Mr. Knight. "As result I have worked out a plan whereby Great Lake ports will be the central distributing points in the future. In addition to a saving in freight, I believe that in the short haul by rail against the previous long haul that the clay will arrive at the various mills much cleaner. I also believe that unloading at a Lake Michigan port can be done to better advantage as to cleanliness, when one considers the immense amount of coal smoke and soot that is always found along the water fronts of Atlantic ports. In either case it will keep soot out of the clay.

"The steamship *Agga* brings a full cargo from Fowney, passing up the St. Lawrence and through the Welland canal into the Great Lakes. The tonnage capacity at the canal is 1,500 tons, so I have sold part of the cargo at Montreal. The *Agga* returns to England loaded with grain. I have also chartered two other boats, both of which will arrive before October 1. In each case I have been able to insure a cargo for the return trip.

"After an inspection of various Lake Michigan ports I found that Michigan City offered the better advantages. I have interested a contractor there in the enterprise and he will be in charge of unloading. We will ship from Michigan City to the mills in the Kalamazoo valley district and northern Indiana."

## Duty on Glaze Yellow Printing Paper

WASHINGTON, D. C., August 13, 1924.—The Treasury Department has held that certain glazed yellow printing paper imported in sheets shall be dutiable at 3 cents per pound and 15 per centum ad valorem, under paragraph 1307 of the Tariff Act. In connection with this decision Assistant Secretary of the Treasury Moss has forwarded the following communication to the Collector of Customs at New York.

The Department refers to your letter of the 17th ultimo, in regard to the classification of glazed yellow printing paper.

With your letter you enclose a communication from the Appraiser, dated the 16th ultimo, in which he states that the paper under consideration is light yellow in color, contains less than thirty per cent sulphite and more than seventy per cent mechanical wood pulp, and weighs about thirty-two pounds per ream of five hundred sheets on a basis of 24 x 36, but contains sizing to a greater extent than ordinary news print paper. The Appraiser further reports that the paper is imported in sheets measuring 22 x 34 which is the standard writing and typewriter paper size and not the size used by newspapers.

The Appraiser states than an investigation in the trade shows that the paper is known as "railroad manila" and that its chief use is as second or record sheets for the typewriter.

While it has been the practice to return the paper as standard news print paper, free under Paragraph 1672 when imported in rolls or sheets of a diameter, width, or size usually used by newspapers, when not of a diameter, width, or size suitable for use by newspapers, it has been returned as printing paper not specially provided for at the rate of ¼c per pound and ten per centum ad valorem under Paragraph 1301; the Appraiser expresses the opinion that in view of the information received, the paper is properly dutiable whether imported in rolls or sheets as typewriter paper at the rate of 3c per pound and 15 per centum ad valorem under Paragraph 1307.

Inasmuch as it appears from the Appraiser's report that the paper when imported in sheets 22 x 34 is ordinarily used as writing and typewriter paper, the Department concurs in the recommendation that such paper should be assessed with duty at the rate of 3c per pound and 15 per centum ad valorem under Paragraph 1307 of the Tariff Act. It does not believe, however, that sufficient evidence has been submitted to establish the fact that this quality, character, and color of paper, when imported in rolls, is used as writing and typewriting paper, and therefore is unable to concur in the recommendation of the Appraiser that this paper, when imported in rolls, should also be assessed with duty under Paragraph 1307.

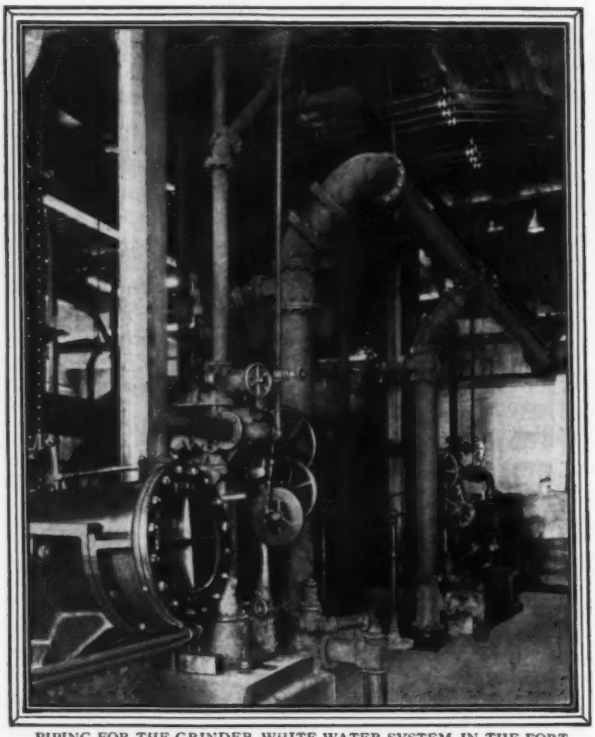
As it is the present practice to assess duty upon this "railroad manila" paper under Paragraph 1301, such paper imported or withdrawn from customs custody within thirty days from the date hereof should be continued to be assessed with duty under the said paragraph and thereafter under paragraph 1307.

## Deny Full Increase on Pulpwood Rates

[FROM OUR REGULAR CORRESPONDENT]

AUGUSTA, Me., August 11, 1924.—The full increase on pulpwood, hardwood logs and bolts freight rates proposed by the Maine Central Railroad as of Feb. 9, 1924, has just been denied by the Public Utilities Commission in session here. Rates allowed by the commission while higher than those in effect last February, are less than the rates proposed by the railroad. By order of the commission refunds are to be made on the difference between the increased charges assessed by the railroad company and what will obtain on application of the rates established by the commission.

Practically all of the pulp and paper mill corporations in Maine protested against the increase promulgated by the railroad, and a lengthy hearing was held last May, the decision just made resulting from the evidence obtained at that time. The advanced proposed by the railroad ranged from 10 to 80 per cent over the rates previously in force.



PIPING FOR THE GRINDER, WHITE WATER SYSTEM, IN THE FORT WILLIAMS PAPER COMPANY, FORT WILLIAMS, ONTARIO

# FITTINGS AND VALVES THAT FIT

A large number of regular valves and fittings, including many 45 degree elbows, are used in the pipe-lines of the Fort Williams Paper Company pictured at the right.

In piping work of this character, correct facing and true angles in each valve and fitting are especially important.

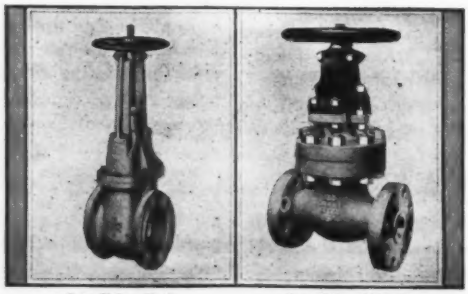
Crane fittings and other piping materials always meet such requirements because they are machined square and true to angle.

# CRANE

GENERAL OFFICES: CRANE BUILDING, 836 S. MICHIGAN AVENUE, CHICAGO
CRANE LIMITED: CRANE BUILDING, 386 BEAVER HALL SQUARE, MONTREAL

*Branches and Sales Offices in One Hundred and Forty-five Cities*
*National Exhibit Rooms: Chicago, New York, Atlantic City, San Francisco and Montreal*
*Works: Chicago, Bridgeport, Birmingham, Chattanooga, Trenton and Montreal*

CRANE EXPORT CORPORATION: NEW YORK, SAN FRANCISCO
CRANE-BENNETT, LTD., LONDON
CIE CRANE, PARIS, NANTES, BRUSSELS



*Gate Valve, 47-A*
*Series 15*

*Gate Valve, 3005-H*
*Series 150*

Section of the

Technical Association of the Pulp and Paper Industry

AN ORGANIZATION FOR THE ENCOURAGEMENT OF ORIGINAL INVESTIGATION AND RESEARCH WORK IN MILL ENGINEERING AND THE CHEMISTRY OF PAPER, CELLULOSE AND PAPER-MAKING FIBERS GENERALLY; IT AIMS TO PROVIDE MEANS FOR THE INTERCHANGE OF IDEAS AMONG ITS MEMBERS IN ORDER THAT PROCESSES OF MANUFACTURE MAY BE MADE MORE EFFICIENT AND IMPROVED ALONG TECHNICAL LINES.

Conducted by W.G. MacNAUGHTON, Secretary

# RUBBER LATEX IN PAPER MAKING

## A Reading List. Contribution No. 43.

Compiled by Clarence J. West, Chairman, Committee on Abstracts and Bibliography.

Few discoveries have created so much interest or led to so many controversies in a short time as Kaye's report that the addition of a small amount of rubber latex to paper pulp in the beater results in the formation of a sheet with decidedly improved mechanical properties. While the final answer as to the value of the process has not appeared in the press, it is felt that the following list of references, which is practically complete up to July 1, 1924, will be of value to those interested in this phase of paper making.

**Beckering-Vinckers, J.**

Rubber latex as a paper size.
Papierfabr. 22, No. 13, 129-132 (Mar. 30, 1924).

**Beckering-Vinckers, J.**

Aging qualities of rubber latex paper.
Papierfabr. 22, No. 20, 217-219 (May 18, 1924).

**Coote, P. C.**

Rubber latex paper in use.
Paper Mill 47, No. 46, 44 (Nov. 17, 1923); C. A. 18, 467; Tech. Section 78, 110.

**Fournier, Raymond.**

Use of rubber in the manufacture of paper.
Papier 25, 544-547 (1922); C. A. 17, 877; Tech. Section 76, 233.

**Ginsberg, Ismar.**

Use of rubber latex in making paper.
Paper 31, No. 24, 7-8 (Apr. 4, 1923); C. A. 17, 2503; Tech. Section 76, 239.

**Heinsohn, G.**

Rubber paper from fiber pulp and rubber—comments upon the Kaye patents and others.
India Rubber World 66, 795-796 (Sept., 1922).

**Kaye, F.**

Paper making. British Patent 167,935 (June 25, 1920); C. A. 16, 342.

**Kaye, F.**

Vulcanizing rubber latex paper.
British Patent 191,446. Oct. 8, 1921. C. A. 17, 3,100; Tech. Section 77, 57. Addition to 167,935.

**Kaye, F.**

Rubber for paper making.
Paper Maker 62, 780 (1921); C. A. 16, 1,150.

**Kaye, F.**

Rubber latex in paper making.
India Rubber J. 64, 435-442 (1922); Paper Trade J. 74, No. 10, 50 (Mar. 9, 1922); No. 17, 47-48 (Apr. 27, 1922); 75, No. 8, 50 (Aug. 24, 1922); Paper 29, No. 24, 10 (Feb. 15, 1922); 30, No. 7, 29-30, 32 (Apr. 19, 1922); Paper Mill 45, No. 18, 10, 12 (May 13, 1922); No. 37, 4 (Sept. 23, 1922); No. 39, 4 (Oct. 7, 1922); Rubber Age 3, No. 2, 67-68 (Apr., 192); Paper Making 61, No. 9, 281-283 (Sept., 1922); World's Paper Trade Rev. 77, No. 4, 286; No. 12, 948-950; 78, No. 9, 660; No. 10, 745-746, 748b, 750; No. 11, 836, 840, 842, 844, 846; No. 18, 1428, 1430, 1432, 1434; No. 19, 1540, 1542, 1544, 1546, 1548, 1550 (1922); Paper Maker 63, No. 3, 335-336 (Mar., 1922); 64, No. 4, 447-452 (Oct., 1922); Paper Makers' Mo. J. 60, No. 4, 126-128 (Apr., 1922); Paper Making 5, No. 1, 4-6 (July, 1922); Pappen- u. Holzstoff-Ztg. 29, No. 48, 954, 956, 958; No. 49, 976, 978 (1922); Engineering 114, 302 (Sept. 8, 1922); India Rubber W. 67, 73-74 (Nov., 1922); C. A. 16, 4062; C. A. 17, 341; Tech. Section 76, 25.

**Kaye, F.**

Analysis of latex paper.
India Rubber World 68, 709 (1923); Tech Section 78, 128.

**Kaye, F.**

Application of rubber latex to paper making.
Paper Ind. 4, 1407, 1409, 1411, 1413 (Jan., 1923); Tech. Section 76, 233.

**Kaye, F.**

Latex-casein top sizing process.
India Rubber W. 67, 283-284; 68, 418 (1923); C. A. 17, 1887.

**Kaye, F.**

Rubber latex and the aging qualities of paper.
World's Paper Trade Rev. 80, 1860, 1862 (1923); C. A. 18, 1570.

**Kaye, F.**

Rubber latex in paper making.
Paper Trade J. 76, No. 9, 55 (Mar. 1, 1923); Pulp Paper

Technical Section, Page 58

Mag. Can. 21, 406 (1923); Paper Mill 47, No. 10, 32 (Mar. 10, 1923); C. A. 17, 2503; T. S. 76, 233.

**Kaye, F.**
Rubber latex in paper making.
Proc. Tech. Soc. Paper Makers Assoc. of Gt. Brit., Ireland, III, pt. 2, 200-222 (1923); C. A. 17, 2361.

**Keenan, T. J.**
Rubber latex in paper making.
Paper 33, No. 23, 17 (1924); C. A. 18, 1570.

**Latex** paper.
World's Paper Trade Rev. 78, No. 24, 2010, 2012 (Dec. 15, 1922).

**Luttringer, A. D.**
The elasticity of latex paper.
Caoutchouc guttapercha 20, 11701 (1923); C. A. 17, 1715.

**Rendall, A. G.**
Testing for rubber latex in paper.
Paper Maker 65, 59 (Jan. 1, 1923).

**Van Rossem, A.**, and **Frenzyl, W.**
Use of rubber latex for paper sizing.
Papierfabr. 21, 425-429 (1923); Paper Mill 48, No. 8, 8 (Feb. 23, 1924); No. 11, 14, 16 (Mar. 15, 1924); Paper Makers' Mo. J. 62, 19, 29 (1924); Paper 33, No. 4, 3-7 (Nov. 15, 1923); C. A. 18, 166; Tech. Section 78, 112.

**Rubber** latex in paper manufacture.
Svensk Pappers-Tid. 1922, No. 22, 402-404.

**Rubber** latex for paper.
Paper Mill 45, No. 47, 10 (Dec. 2, 1922); Tech. Section 76, 12.

**Rubber** latex paper.
Paper Mill 47, No. 15, 162, 164, 166 (Apr. 14, 1923).

**Shaw, M. B.**, and **Bicking, G. W.**
Rubber latex in paper.
Paper Trade J. 75, No. 26, 53-55 (Dec. 28, 1922); Pulp Paper Mag. Can. 21, 215-217 (1923); World's Paper Trade Rev. 79, No. 2, 162 (Jan. 12, 1923); C. A. 17, 2503.

**Shaw, M. B.**, and **Carson, F. T.**
Aging of rubber latex paper.
Paper Trade J. 76, No. 25, 47-49 (June 21, 1923); C. A. 17, 2644; Tech. Section 77, 161.

**Smith, Harold H.**
Rubber latex in paper.
World's Paper Trade Rev. 77, No. 26, 2066, 2068 (June 30, 1922).

**Stevens, H. P.**
Aging qualities of paper—influence of rubber latex.
Paper Mill 47, No. 49, 4 (1923); C. A. 18, 586; Tech. Section 78, 109.

**Testing** for rubber in paper.
Paper Makers' Mo. J. 61, 8, 341 (1923); C. A. 17, 3250.

# SIZING AND THE TEMPERATURE OF THE STOCK

A member writes:

"In sizing test liner we use from 2 to 3 per cent rosin size in waterproofing. Following the stock through the process we find out that we lose a great deal at the jordan engine due to the fact that in going through the jordan the temperature is raised, sometimes as high as 145 deg. F., and the variation in the finished product is quite noticeable with the variation in the temperature at the jordan.

"We should like to hold the temperature at about 90 deg. F., but at the present time we do not know how to do it without possibly a special water-cooled jordan. Of course, the size might be added after the jordan, but our plan is to add it in the beaters.

"Have you any information that would help us on this problem?"

In an address on sizing difficulties by E. C. Tucker, Chemical Paper Manufacturing Company, before the Holyoke section of TAPPI (PAPER TRADE JOURNAL, May 3, 1923), he says:

"A particularly interesting problem is the effect of heat on the rosin sizing reaction. After the size and alum have been added and the precipitate formed, it is not uncommon to find the paper slack sized due to heat. In this case the paper is very apt to start over the machine perfect in every respect so far as sizing goes. Then, about an hour later, the paper comes off like blotting paper so far as its ink resisting qualities are concerned. Starch, glue and protective colloids help little if any. The cause is to be found here in the so-called 'hydrolysis of the precipitate.' At temperatures of 100 to 125 deg. F. this reaction goes on, and the degree of lack of sizing is dependent upon the temperature and the length of time to which the alum-rosin precipitate is subjected to the temperature. I know of no way of solving this difficulty except either to decrease the time to which the precipitate is subjected to this high temperature, or to decrease the temperature. The writer recalls a case where this difficulty was solved only by taking the stock directly to the fan pump box from the jordan.

"The next case to present is the sizing difficulty sometimes encountered when it is necessary to heat the stuff to free it. I do not know how this can be avoided. Slack sizing does not always result —but sometimes it does.

"T. C. Bowen of Strathmore Paper Company advised that he had never experienced difficulty in this respect, notwithstanding the fact that stock was 120 deg. F. from the beater, 150 deg. F. from jordan, and 130 deg. F. in machine chest. He further stated that the furnish on this stock was 100 per cent rag and that a 25 per cent free rosin was used.

"The consensus of opinion, however, was that excessive temperatures caused slack sizing. E. C. Tucker advised that experiments made at Crocker-McElwain Company showed a granular precipitate at 100 deg. F.; further that hand sheets, made from stock in alum and rosin at 75 deg. F., were sized well and that the same combination heated to 120 deg. F. caused slack sizing in hand sheets, both air dried and machine dried. Mr. Tucker added that a time contact of 15 to 20 minutes was the maximum on 120 deg. F. stock and 2 hours on 100 deg. F. stock."

Discussion of this particular sizing problem will be welcomed.

TECHNICAL SECTION, PAGE 59

## Pulp and Paper Fibre Composition Standards

Technologic Paper No. 250, of the Bureau of Standards.

Illustrated with nine colored plates, to show the color reactions of common paper-making fibers and standard fiber mixtures, with various stains for use in identification and estimation of fiber composition of paper.

By Muriel F. Merritt, Laboratory Assistant, Bureau of Standards.

Copies may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 15 cents per copy.

## Continental Paper Co. Build Boiler House

BOGOTA, N. J., August 14, 1924.—The Continental Paper Company at its plant here is installing a new boiler house to contain 765 h.p. Kidwell boilers.

Karl A. Lefron of New York is the consulting engineer.

# RUBBER LATEX AS PAPER SIZE*

By Jenny Beckering-Vinckers
Reichs-Faser-Forschungsdientes, Delft, Netherlands.

[In an earlier paper from this Institute (Van Rossen and Frenzyl, Papierfabr. 21, 425-429 (1923), translated in Paper, Nov. 15, 1923), results were reported of the study of paper containing 1 to 6 per cent of rubber. The present paper extends these results to the study of papers containing up to 30 per cent of rubber. Ageing experiments with these papers seem to indicate that they were perfectly stable; meanwhile the results of Shaw and Carson (Paper Trade Journal 76, No. 25, 47-49 (1923) appeared. While the present paper questions the conclusions reached by Shaw and Carson, a later paper presents results which verify their work and would seem to indicate that the addition of small amount of rubber to paper has no permanent value.—Translator.]

### Raw Materials

Bleached sulphite pulp from the mill "Gelderland" was used in all this work. It was beaten in the experimental hollander until it attained a degree of hydration of 49-50 on the Schopper-Riegler scale. The hand made sheets prepared from this (without latex) had a higher folding strength and tearing length than that used in the first experiments reported. The rubber latex used had a rubber content of 35.4 per cent.

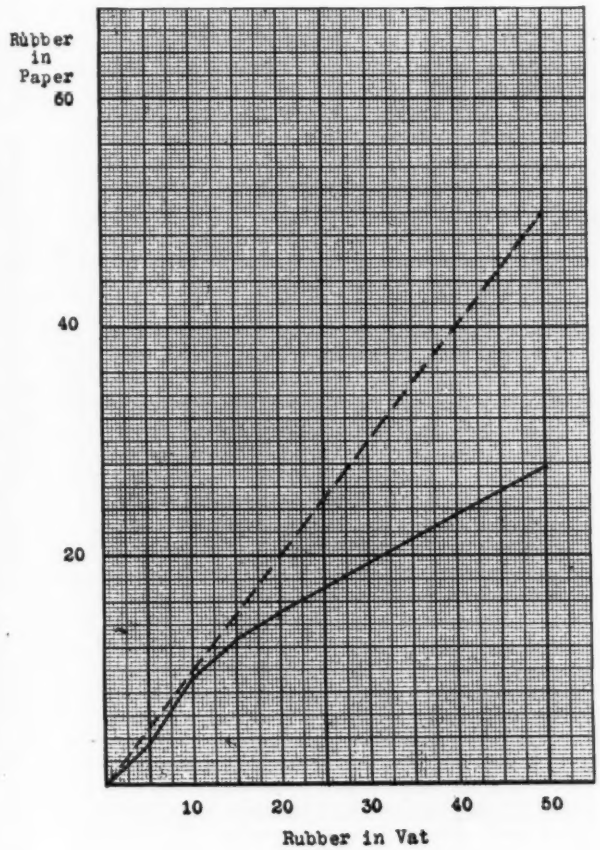



Fig. 1.

### Preparation of Paper

In order to obtain sheets of approximately the same weight, which is necessary for comparative experiments, the hand sheets were prepared from a large volume of pulp (50 liters of a concentration of 0.3 per cent, that is, 3 grams of pulp per liter), so that the formation of an individual sheet had little effect on the concentration.

The latex was added to the beater in small amounts with stirring to prevent flocculation of the rubber. The percentages of rubber in the beater for the various papers were: 0, 5, 10, 15, 20 and 50, based on the weight of the air-dry cellulose. After all the latex had been well mixed with the pulp, an alum solution was added until all the rubber was precipitated, care being taken to avoid an excess of the alum (test with litmus paper).

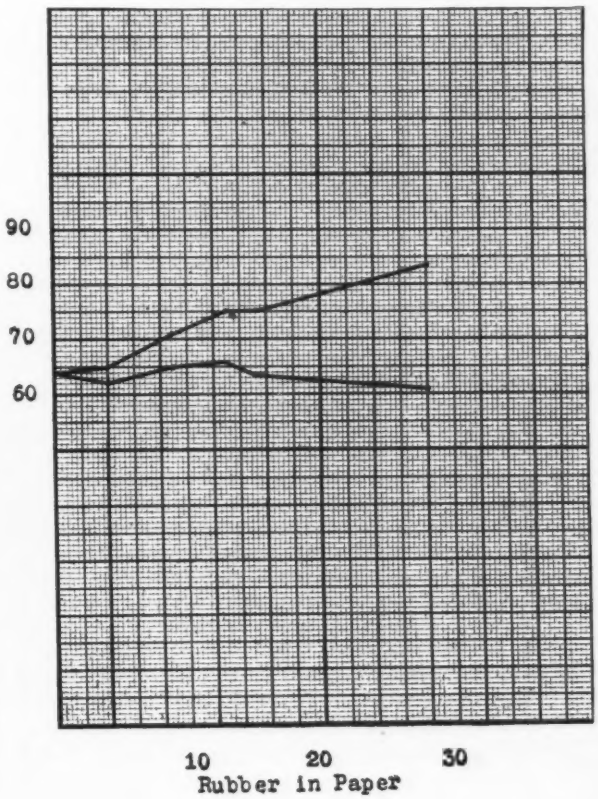



Fig. 2.

The paper was formed on a hand mold, the contents of the vat being well stirred before each sheet was formed. The paper was dried on a steam-heated drying cylinder.

### Investigation of the Paper

The first test made was to determine to what extent the rubber was taken up by the paper because it was a question whether, in view of the large percentage of rubber used, the rubber content of the paper would be proportional to the rubber content of the vat. Figure I shows the relation of the rubber content of the vat to that of the paper.

The rubber content of the paper was determined by first extracting the resin with acetone and then removing the rubber with benzene (benzol). The weight of rubber found was calculated in terms of the air-dry weight of the paper. Tht values are given in Table I and Figure I. For comparison a control was also analyzed; this was prepared from the same pulp without the addition of rubber.

*Translated from Der Papierfabrikant, 22, No. 13, 129-132 (Mar. 30, 1924) by C. J. West.

TABLE I.

Analysis of papers by the use of rubber latex.

| | Rubber added to beater | Acetone extract (resin) | Benzene extract (rubber) |
|---|---|---|---|
| Control | 0 | 0.9 | 0.04 |
| Latex paper | 5 | 0.9 | 3.9 |
| Latex paper | 10 | 0.9 | 8.7 |
| Latex paper | 15 | 0.9 | 12.6 |
| Latex paper | 20 | 1.0 | 15.5 |
| Latex paper | 50 | 1.2 | 27.9 |

The mechanical properties of the paper (weight per square meter, folding resistance, tearing resistance and stretch) were determined in the usual manner. The results are given in Table II. The values reported are the average of 25 individual determinations. The results are also shown in Figures II to V.

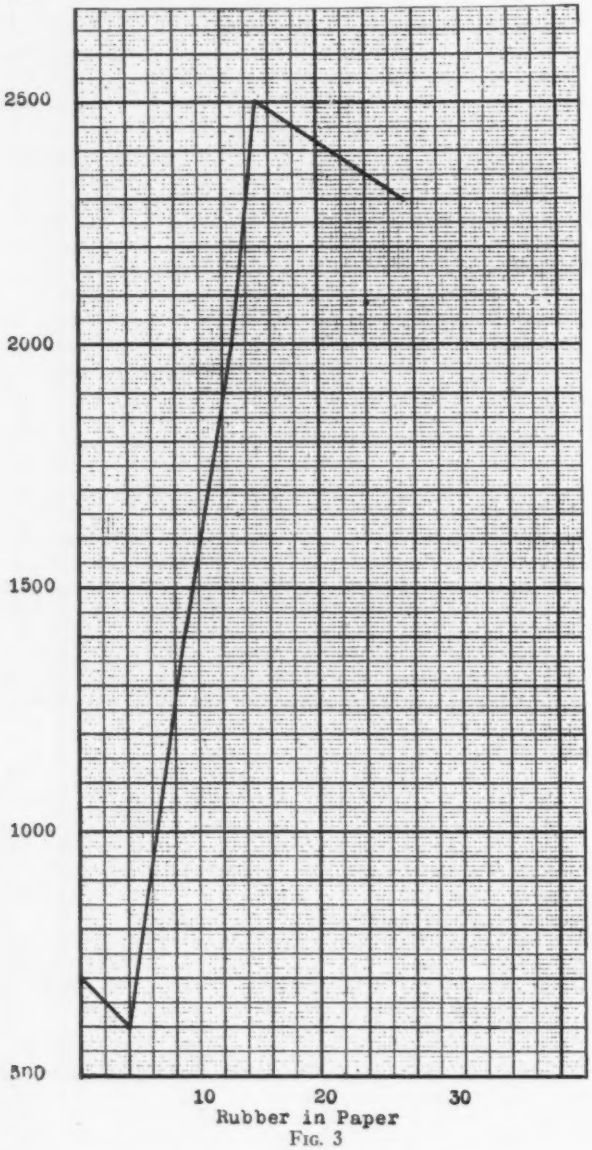



FIG. 3

TABLE II.

Mechanical properties of latex paper.

| Rubber content % | Weight per sq. m. gms. | Cellulose per sq. m. gms. | Folding number (schopper) | Tearing length (corrected) meters | Stretch % |
|---|---|---|---|---|---|
| 0 | 64 | 64.0 | 697 | 5,280 | 2.6 |
| 3.9 | 65 | 62.5 | 606 | 4,830 | 3.2 |
| 8.7 | 71 | 64.8 | 1,420 | 5,480 | 3.3 |
| 12.6 | 75 | 65.5 | 2,013 | 4,820 | 3.3 |
| 15.5 | 75 | 63.4 | 2,500 | 4,770 | 3.2 |
| 27.9 | 84 | 60.6 | 2,316 | 4,400 | 3.6 |

TECHNICAL SECTION, PAGE 61

The weight per square meter was determined for each sheet prepared; the results indicated that all sheets of the same group had approximately the same weight.

All strips for the folding and tearing tests were cut in the same direction and thin spots were discarded, so that variations due to irregularities in the paper were avoided as far as possible.

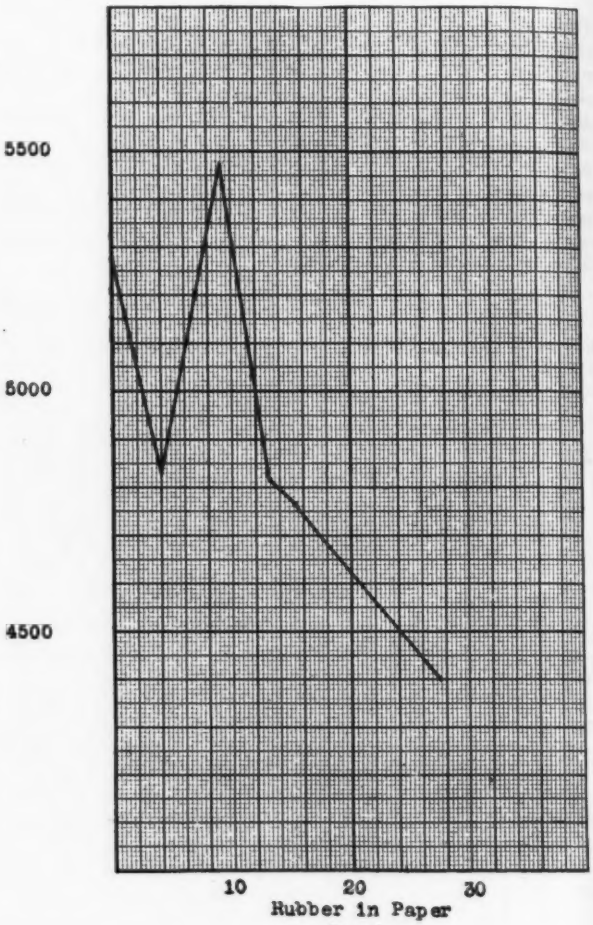



FIG. 4

## Discussion

RUBBER IN PAPER.—The values in Table I (Figure I) show that the amount of rubber taken up by the paper is not proportional to the amount of rubber in the vat; the amount actually taken up by the paper is smaller and the difference between the two increases with increasing concentration of the rubber in the vat. In attempting to explain this, it may be supposed that a part of the precipitated rubber passes through the sieve (used for forming the sheet). The particles of precipitated rubber are smaller than the sieve openings; this is easily demonstrated by attempting to form a sheet from a vat containing only precipitated rubber. No rubber is retained upon the sieve, while in the case of the mixture of rubber and pulp, the rubber particles are retained between the fibers. While a part of the rubber is precipitated upon the fibers by the action of the alum, a greater part is in suspension and is removed during the formation of the sheet by the straining action of the pulp.

WEIGHT PER SQUARE METER.—The weight per square meter increases in about the same proportion as the rubber content (Figure II). The amount of pulp contained in a square meter of the different papers is about the same; that is, the weight of cellulose

per square meter of paper remains practically constant with increasing rubber content. The papers are thus comparable.

Folding Strength.—The folding strength of the paper increases with increasing rubber content (Figure III) if the paper contains more than 4 per cent of rubber (exception, paper with 27.9 per cent rubber). This behavior is not entirely comparable with the earlier results. However, the control paper has a higher folding resistance than that used in the preceding experiments, which may be the explanation of the different behavior. With a rubber content of 5 per cent the increase in the folding value is very small, but with 15 per cent rubber the value has increased 300 per cent. A further increase does not appear possible, for with a rubber content of 25 per cent there is a decrease in this value.

Tearing Length.—The tearing length was calculated upon the weight of the paper but the corrected value reported is calculated on the basis of the air-dry cellulose content. Figure IV shows that the strength of the paper is determined by the properties of the

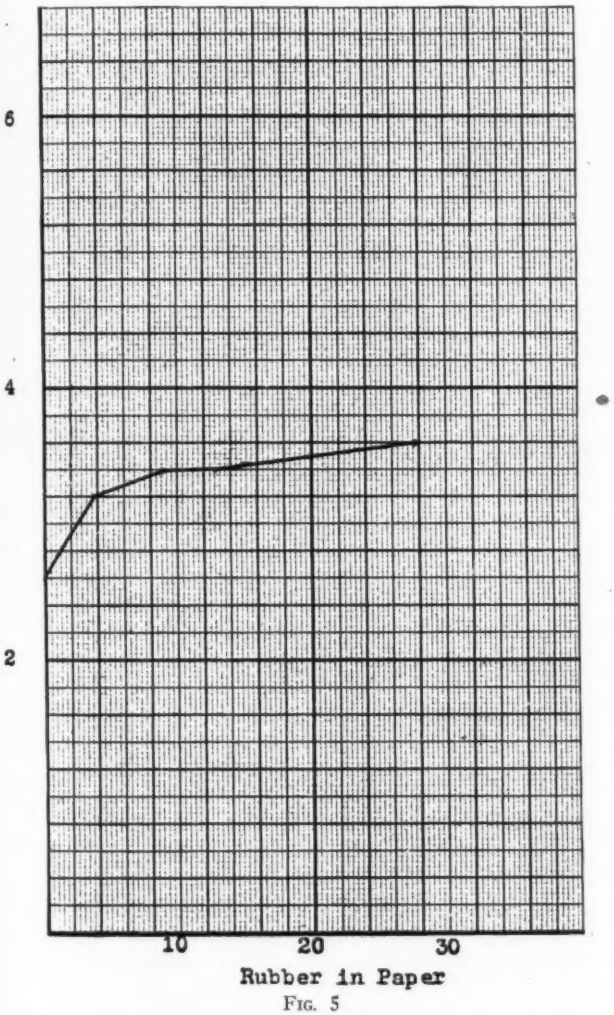



Fig. 5

fibrous material and that the addition of rubber has an unfavorable effect upon this value. The tearing length decreases and in a paper with 28 per cent rubber has decreased 16 per cent. This decrease is probably of little importance when one remembers that the same paper shows an increase of 300 per cent in the folding value.

Stretch.—The stretch increases slowly and Figure V indicates that with 4 per cent rubber there is an increase in stretch of 25 per cent, which becomees 40 per cent with a rubber content of about 25 per cent.

Sizing.—The determination of the sizing quality of the paper was carried out according to Herzberg. None of the papers can be con-

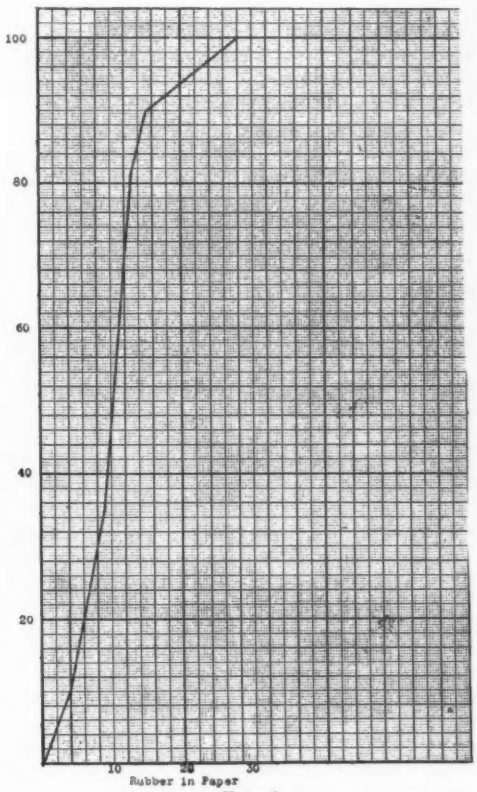



Fig. 6

sidered as well-sized. The writing quality was increased in all the papers; the ink spread very little, due to the presence of the rubber.

The external appearance of the paper was not materially improved by the addition of the rubber. The color was slightly more yellow, the paper was more or less transparent and it had a sticky feeling.

Imperviousness to Water.—The results of the tests of the behavior towards water showed that the papers, because of the rubber content, had been rendered impervious to water; this is true even of the paper with 3.9 per cent rubber. In order to determine whether the latex paper might perhaps serve as a substitute for parchment paper, comparative tests were carried out, in which both papers were placed under a water pressure of 10 cm. Table III and Figure VI show the time at which the first drop was observed. It should be remarked that the weight per square meter of the parchment was rather high (143 gm. per square meter) as compared with the latex paper and therefore the results for the latex paper are very satisfactory.

TABLE III.

| Per cent of rubber | Time in minutes |
|---|---|
| 0 | 0 |
| 3.9 | 10 |
| 8.7 | 35 |
| 12.6 | 81 |
| 15.5 | 90 |
| 27.9 | 100 |
| Parchment paper | 10 |

The Imperviousness to Fat was also determined, according to Herzberg, with rather favorable results. The latex paper with 27.9 per cent rubber gave results equal to those obtained with the parchment paper.

Miscellaneous Observations.—Paper sized with latex is much

Technical Section, Page 62

whiter, when moist, than that containing no rubber. Upon drying upon a cylinder, however, the paper becomes yellow, even at a very low temperature. The moist, latex-sized paper was more difficult to handle upon the felt, especialy those containing a high percentage of rubber. The paper stuck to the felt and these became impregnated with large amounts of the rubber. This behavior would lead to difficulties in practical work. A moist sheet of the paper, sized with latex, is rather strong, somewhat sticky and difficult to tear. The same is true of latex paper suspended in water.

### Conclusions

The result of the investigation shows that the addition of rubber latex has a very favorable influence upon the folding strength and that, between a rubber content of 4 and 20 per cent, this property shows a regular increase.

The tensile strength suffers a decrease, about 16 per cent with the highest percentage of rubber.

The stretch of the paper is favorably influenced as is the writing quality, but the paper is not to be considered as well sized.

The high impenetrability to water and the water-repelling power of the paper is remarkable. In contrast to the paper sized by the ordinary methods, the latex paper with a high rubber content is not dissolved by boiling with dilute alkali.

Addition of rubber gives the paper a yellowish tone, renders it transparent and sticky to the touch.

These results show that latex sizing may have advantages in the preparation of waterproof papers and such papers as must have a high folding value.

Latex may also be used in papers to be used as a substitute for leather and parchment.

The experiments reported above were carried out on a laboratory scale. It is probable that on a manufacturing scale other factors would enter which would influence the properties of the resulting paper.

# PAPER DRYING AND EFFECT ON SIZING QUALITY

A number of replies have been received discussing the problem given in the Technical Section of the PAPER TRADE JOURNAL of July 24, 1924. One of them is as follows:

"Recently the company for which I work was confronted with the same problem.

"They were endeavoring to make an 18 caliper felt sheet on a fourdrinier machine, which was installed for the manufacture of kraft. This sheet was to be sized so that it would resist the passage of water for at least a half hour. Various amounts of size and alum were used but to no avail. However, the writer tried drying several samples, taken at various intervals, in a small electric oven at a temperature of 100 degrees C., for a period of 10 minutes.

"This additional drying increased the time of resistance of the water penetration from five minutes up to a period of three to thirteen hours.

"This showed that the size had not been thoroughly dried on the fibers so that a thin coat was formed until the sheet was dried a short time more.

"Therefore, the writer would suggest either a higher drying temperature or a longer period of drying, brought about by slowing down the machine or increasing the number of driers.

"As I am interested in this problem would be pleased to see more articles concerning this.

A READER OF PAPER TRADE JOURNAL.

Sutermeister, in his book *Chemistry of Pulp and Paper Making*, says:

"The sizing process is not completed till the web of paper has passed over the driers and the manner of conducting this operation has a great influence on the results. The best conditions are said to be moderate steam pressure on the first drier, increasing to a maximum at about the middle of the bank and again decreasing toward the calenders. This warms the paper up gradually but permits it to reach a high temperature before the moisture is driven off, which has been found essential to good sizing. (Klemm: Wochbl. Papierfabr., 39, 1908, p. 1369.) If the first driers are too hot the sudden escape of steam opens up the pores of the paper and the sizing is defective, while if the paper becomes too dry before the proper temperature is reached the sizing is also poor. Moist heat seems to be a requisite of good sizing and slack sized paper may often be greatly improved by exposing it to steam even at as low a temperature as 100 degrees C.

"Experiments by the author on the drying of sized pulp taken from the first press of a paper machine gave quite different results from those of other observers. The drier was a stationary cylinder heated by steam and the sheets to be dried were held against its surface by a tightly stretched piece of old press felt. Two grades of paper were tested at temperatures with the following results.

| Temperature of Drier Deg. C | Sizing: Seconds for Ink to Penetrate | |
|---|---|---|
| | Sample 1 | Sample 2 |
| 100 | 430 | 260 |
| 106 | 480 | 280 |
| 112 | 510 | 2.0 |
| 119 | 420 | 260 |
| 131 | 440 | 250 |
| 142 | 420 | 2 0 |
| 152 | 420 | 240 |

"All these samples were held against the cylinder until steaming ceased and were then exposed to the air for twenty-four hours before testing for sizing. It was also demonstrated in these experiments that if the paper were alternately pressed against the cylinder and removed, as would be the case in passing over the driers of a paper machine, the sizing was only one-third to one-half as strong as though it had been held against the drier continuously.

"This question of the relation between the manner of drying and the sizing of the sheet is one on which little work has apparently been done, but it is one which must be investigated much more carefully before it will be possible to say that the best conditions for sizing are maintained."

---

## Ball and Roller Bearings for Motors

The May issue of *Iron and Steel Engineer*, monthly of the Association of Iron and Steel Electrical Engineers, Pittsburgh, Pa., contains a number of papers by ball and roller bearing manufacturers, giving their reasons for the application of ball and roller bearings to motors in the iron and steel industry.

The contents of this number of the journal will be of interest to paper mill plant engineers and designers of papermaking machinery:

Application of Taper Roller Bearings to Motors in the Steel Industry, by T. V. Buckwalter.

Application of Anti-Friction Bearings to Motors in the Steel Industry, by F. W. Gurney.

Mounting and Maintenance of Roller Bearings on Electric Motors, by D. E. Batesole.

Ball Bearing Application and Maintenance, by H. R. Reynolds.

Practical Application of Anti-Friction Bearings to Electric Motors, by H. E. Brunner.

Selection, Installation and Operation of Anti-Friction Bearings in Heavy Duty Service, by J. T. R. Bell.

Mounting and Maintenance of Roller Bearings in Electric Motors, by W. B. Wachtler.

Design and Application of Ball Bearings to Motors, by T. D. Crow.

Discussion on Ball and Roller Bearings (Including all discussion presented on preceding papers).

# FIVE FACTS IT PAYS TO KNOW ABOUT PATENTS*

By H. A. Toulmin, Jr., of Toulmin and Toulmin, Patent Attorneys

Recently, in a suit to recover profits for the infringement of a patent for street car registers, I asked the president of one of the large middle western banks, "What value do you accord to patents in the statement of a manufacturer?"

"Why," he said, "it is the custom to give them a nominal value of $1. That is all the consideration we give to a patent."

His bank had lent $1,100,000 to the concern we were discussing, without having ascertained if there were any potential patents which might be infringed by the customer. Such patents might have easily wiped the concern out of existence as the result of an infringement suit.

"Well, you know," said another bank president, "it never occurred to us to consider patents seriously as liabilities."

### A General Attitude

This is the general attitude of both investors and bankers in my experience. They fail to realize that it is not solely a question of assets or whether the article is patented when an investment is to be made in a new concern, but it is a question of the liability which may be incurred by reason of the manufacturer of a patented article infringing an older and broader patent. The ownership of patents does not prevent the infringement of others.

Certainly no investor or banker can safely invest or loan to any company until it is definitely known that there is no infringe.nent of any unexpired patents. The contingent liability is so enormous than an opinion from a competent lawyer on such a subject is just as essential as the accountant's, engineer's, or banker's report on the condition of the concern.

First and foremost you must know whether the product of the company infringes any unexpired United States patent. Only a lawyer skilled in such work who has had court experience is competent to give you such advice as to whether or not there is any danger of infringement.

### Picking Wrong Advice Serious

The tragedy of picking the wrong kind of talent for advice is serious. The auditor of a large middle western company, that has an almost perfect monopoly in its goods, through its patents, went into business for himself in the manufacture of toys to be sold in sets of parts of various sizes in different-sized boxes. He had his own trade name under which he put the toys in his own design of boxes, but unfortunately the sets were composed of various metal parts having holes spaced at a particular distance from one another.

The business of furnishing the additional parts for these toys was exceedingly profitable. and his business prospered enormously during a few years.

Before starting the business he had asked a friend of his, a solicitor of meager experience, to advise him on his patent situation. The advice was correct so far as the patents were concerned, but unfortunately the friend knew little of such things as unfair competition, simulation of goods, and so on.

The manufacturer paid his friend a small fee for the advice, but he had to pay his next adviser, a lawyer, some $50,000 to get him out of the difficulties into which he had plunged by reason of the fact the advice had not been as complete and thorough as it should have been. It resulted finally in his being forced to give up his business under an injuction and to pay a large sum to avoid larger damages and a substantial recovery for damages for unfair competition and copyright infringement.

He was lucky to escape without a very much heavier liability which would have involved his private fortune. The difficulty was that his plan of furnishing parts and repairs was so like that of an English company that the court held that it was impossible for buyers to tell the sets apart and that he was trading upon the plan of the English company of furnishing repair parts for that system as well as his own because the parts were interchangeable. It he had taken competent advice in the beginning, he would have made his parts in different sizes with different spacing of holes, so that his sets would not have fitted his competitor's, and no charge of unfair competition could have been made against him.

### A Great Source of Difficulty

One of the greatest sources of difficulty for a manufacturer of a patented article is selling through a single source of distribution.

I had a client in Northern Ohio, a little company, composed of a father and a son, who had jointly invented a new shock absorber. These two men had worked over the idea of the shock absorber and had hammered it out by hand. The first trial proved it to be a very distinct success. They had no sooner put it on the market through their minor company in a limited way than it took with the public. After this small start considerable success followed. But they were primarily manufacturers and knew nothing about elaborate selling methods in a national way.

One of the large manufacturers of automobile specialties had developed an enormous selling organization and had very materially pushed its trade-mark amongst the various dealers so that its brand and its goods were well known. It had a fine, established sales organization.

"Look here," said the president of the big selling company, "let's combine our forces. You're a manufacturer and we know how to sell. We'll get you a national distribution immediately; all you'll have to worry about is your plant. How about it?"

"Why that's just what we've been looking for. Let's get down to terms," replied the manufacturer.

So this large manufacturer negotiated a contract by which the small company was to manufacture the goods and the larger company was to sell the goods under the larger company's name without any indication of the source of manufacture.

### Driving the Small Manufacturer Out

This seemed like a wonderfull fine proposition for the small company. Both parties made money during the first year of the contract; they divided over $100,000 net between them. But the large company, realizing that the proposition was a fine one, started to hammer the price down to a point where no profits could be made by the manufacturer. The purpose was, evidently, to drive the manufacturer out of the contract and cause its breach so that the large company could monopolize the business itself.

The breach of contract did occur so suddenly that the small company was left with a large production on tis hands and a factory equipped to turn out a large quantity of goods, but without any demand for the goods under its own name. It was unknown to the public and all the merits of its manufacture and of the article had been lost during the promotion period. Precious years of good-will building had been wasted.

The larger company which had done no manufacturing was known under its own trade name as the manufacturer of this article and had the prestige and good-will in the trade. All that was necessary for it to do was to manufacture the goods or have them manufactured, not a difficult proposition. The demand for goods under that name was created.

The little company was confronted with a very embarrassing predicament. The market was flooded with goods made by the seller exactly like the former product under the same name, of the

Technical Section, Page 64

* From *System.*

same construction, with the same label and under the same colors.

However, the small company was fortunate in having a very strong patent. The result was that, after a few years, the small company was able to put the large company out of business in this line entirely by injunction and got a judgment for some hundreds of thousands of dollars. Of course, in the meanwhile, it suffered an enormous and unnecessary loss.

The error that the manufacturer made was to sell under a name other than his own and to sell through only one source of distribution. This is fatal.

### What Is the Invention Worth

"What is the invention worth? What is a fair way to pay the inventor?" ask inventors and manufacturers.

Sooner or later all manufacturers are confronted with the problem of buying from an inventor his patented device or his application for a patent. The question of how the inventor shall be compensated immediately comes up.

The inventor and the manufacturer both are likely to make the same mistake. That mistake is endeavoring to secure too much until it is proved that the article is really worth while. An invention, however, meritorious, is only the beginning of a business and much has to be done to make it both commercially profitable and a commercial success. Few manufacturers realize in buying an invention how much must be done to make it successful and few inventors ever realize what an important part the manufacturer and his capital must play in making the invention a marketable possibility.

On the part of the manufacturer, if the inventor is to be retained for his services in making future inventions, it is very wise indeed to put some form of inducement in the contract of employment or purchase to induce him to make inventions along the same line. Development is unceasing and constant vigilance is the price of patent success.

### Imposing on the Manufacturer

Inventors on the other hand are prone to impose on the manufacturer if they can. They naturally believe that their pet invention is the greatest thing that has ever occurred and that no future invention will ever displace it. Both of these ideas are usually fallacious. The inventor who is successful is the one who makes a number of inventions and secures a reasonable amount from each one.

"Can I license all of the manufacturers in my field under my patent and stipulate that they shall sell at a certain price?" asked a prominent manufacturer. The answer is "No."

"If you are endeavoring, under the cover of your patent, to effect a commercial purpose of obtaining trade monopoly, you cannot accomplish this purpose legitimately under the cover of a patent. You will then come in contact or conflict with the anti-trust statutes and commit yourself to very serious consequences.

"In the bath tub case it was decided a long time ago," I advised this client, "that you must distinguish between the monopoly for purely patent purposes granted by the Government for a period of 17 years and a commercial monopoly. If your arrangement amounts to a substantial or a material restraint of trade or restriction of competition or restriction of prices, or even an intent to restrict prices so that the public will not have the full benefit of competition, then you subject yourself to the anti-trust laws irrespective of the monopoly granted to you by the Government under your patent."

### Getting the Right Man on the Papers

One of the greatest difficulties that the head of a manufacturing institution encounters if he has an engineering or research department is the difficulty of getting the right man on the patent papers as the inventor. Frequently, the head of the department or the principal inventor will sign all the papers irrespective of who really made the invention. Often as not it is some mechanic in the factory who really suggested the proposition and whose invention it really is, but for political purposes in a factory organization the head of the department signs the papers and claims that he is the inventor.

If this is discovered after the patent application is filed or the patent is issued the whole proposition is entirely invalid. Only the man who actually makes the invention can sign the papers. If any others desire an interest, it is necessary for them to secure it by a sale of the interest from the inventor to the purchaser by assignment.

### Developing an Invention

From time to time I am asked, "What is the best way to go about developing an invention?"

The answer to that, strange to say, is relatively simple and will furnish quite a sure course of success.

The Wright Brothers, of flying machine fame, had a method which was very successful. Other inventors can well use it. It is specially applicable to manufacturing institutions that are trying to keep abreast of their trade and invent to take advantage of new developments.

The first step the Wright Brothers took in solving the construction of heavier-than-air flight was to read every bit of literature on that subject. They made a careful and thorough investigation of everything that was ever written on the subject of flying. They left nothing undone to discover what others had already discovered. They did not make the mistake of attempting to experiment from the beginning without learning what others had experimented on, thus wasting their time on what others had already done and repeating old failures; they learned what all the old failures had been and then started out on their own account on new lines, saving possibly a substantial portion of their lifetime by doing so. The fault of most inventors is that they start in to invent in a particular field without learning whether someone else has already patented the same thing or whether someone else has already experimented along the same line.

So after making the investigation of the literature on the subject and the patents on the subject, the next step is to start the experimenting. This applies to concerns and individuals of any degree of means or size of organization. In experimenting it is necessary to eliminate carefully each one of the possibilities one by one according to a definite schedule. Haphazard work in inventing is no more successful than haphazard work in business.

Fully half of the work that has been carried on by manufacturers in their experimental departments could have been saved and the enormous expense involved eliminated if they had made their inventors or engineers first ascertain whether others had already done the same thing.

Inventors and engineers are reluctant to do this in many instances because their consent would admit that someone else might have accomplished already the same thing or experimented along the same line. But to the manufacturer who has to pay the bills it is essential that pride be put aside and that the facts be known at the earliest possible moment.

No manufacturer would deliberately undertake a business venture without keeping books. Yet one of the most valuable assets that he may have are his patents, his inventions and all that pertains to them. Strange to say it is a rare occurrence when a manufacturer keeps any systematic records of the dates of his inventions or the inventions made by his employees and engineers.

His valuable property is allowed just to come into existence, but no record of its birth and no record of the various steps by which it grows to maturity of a full-fledged patent is made.

I was called, not long ago, to the plant of one of the large manufacturers of automotive vehicles who had an importannt suit on against a competitor.

### Proving Prior Claim

The question was how to prove his side of the case. Clearly, from the recollection of himself and his men, he had the prior claim to the invention and should be entitled to it, but the difficulty was to prove his contention. The vehicle in question, which

contained the invention, had been tested and found successful. The man who drove the vehicle and the people who saw it tested could all testify as to its success. They could testify in a measure to the exact construction. There were found various note-books, sketches and other matters of that character which would prove something about the construction, but no systematic set of records had been kept. No drawings had been kept. No drawings that were dated properly at that time had been preserved and witnessed.

As no records of the construction and date of manufacture of the vehicle were made and no photographs were taken, no identifying data was secured. After a test had taken place, and as it was satisfactory, the manufacturer had ordered the vehicle taken apart—its parts used for other purposes for experimental work along other lines. However, as nothing was actually there which would prove to an impartial tribunal just exactly what had occurred, what the exact construction was and how successful was the test, and as the whole proof rested upon the testimony of witnesses who were naturally partisan with no accurate dates or records to prove their statements, the manufacturer naturally lost his case. While morally we felt he was perfectly right, yet it was necessary to prove his case. This he was unable to do for lack of records.

Installation of proper records showing the date when the idea was first conceived, when it was disclosed to others, when the sketches were made, and what sketches were made is absolutely necessary.

The records showing the dates of the actual building of the machine, ordering of material, and best of all, the proof that the test was successful, should be preserved.

These records should be kept according to a plan filed away in a way that there can be no question about their being accurate and authentic.

Oftentimes dates are a matter of hours. Proof of what occurred at a precise time, I have known to be worth hundreds of thousands of dollars and the very life blood of a business.

# CURRENT PAPER TRADE LITERATURE

## Abstracts of Articles and Notes of Papermaking Inventions Compiled by the Committee on Abstracts of Literature of the Technical Association of the Pulp and Paper Industry

CLARENCE J. WEST, Chairman

### Paper Testing and Analysis

**Bursting Strength Tester.** J. W. Webb. U. S. pat. 1,451,932, Apr. 17, 1923. With the ordinary form of bursting strength tester, which has a circular aperture, the break occurs transversely of the machine direction on account of the tendency of the fibers to arrange themselves more or less parallel to this direction. By using an elongated orifice, with a corresponding elongated rounded projection on the upper surface of the diaphragm, the break in the paper will extend longitudinally of the orifice. Hence, by suitably placing the paper to be tested the strength in the machine direction, cross section, or any desired intermediate direction can be obtained.—A. P.-C.

**Bursting Strength and Thickness Tester.** J. W. Webb. U. S. pat. 1,452,944, Apr. 24, 1923. The apparatus is an improvement on the Webb tester (U. S. pat. 1,328,349, Jan. 20, 1920). It consists of a portable pocket instrument of somewhat similar design, more particularly adapted for measuring the bursting strength of relatively heavy fiber board and paste board, (200 lb. per sq. in. and over). In adjusting the instrument for making the test after inserting the board the thickness of the latter is automatically measured. The principle is the same as that of the Webb tester, puncture being obtained by compression of a helical spring which acts on a small plunger in contact with the board, the strength being read on a suitably graduated scale from the degree of compression of the spring. The plug which supports the test sheet and which holds it against the plunger is provided with a micrometer scale which indicates the thickness of the board.—A. P.-C.

**Discussion of Standard Atmospheric Conditions for Paper Testing.** E. O. Reed. *Paper Trade* J. 78, No. 9, 45-46 (Feb. 28, 1924); *Eng. Chem.* 262-263 (March, 1924). A discussion of the generally adopted testing conditions of 65% relative humidity and 70° F., showing that they should be altered to conditions closer to the actual conditions under which the paper will be used and suggesting the adoption of 50% and 70° to 75° F., which are used at the U. S. Government Printing Office testing station. As the effect of relative humidity or of temperature is not the same on all kinds of paper or even on papers of the same grade or manufacture, no factor can be used in calculating any physical test from results at one condition to equivalents at another or a standard condition.—A. P.-C.

**Analysis of Coated Papers.** J. Crolard and R. Boney. *Papeterie* 46, 150-158 (Feb. 25, 1924). A detailed description of the determination of the amount of base and of coating and of the analysis of each.—A. P.-C.

**Analysis of the Strength of Paper.** F. T. Carson. *Paper Trade J.* 78, No. 12, 51-56 (March 20, 1924). (Compare Houston, Carson and Kirkwood, *Pulp & Paper* 21, 658, June 28, 1923; *Paper Trade J.* 77, No. 1, 47, July 5, 1923.) A discussion of fundamental causes of the influence of humidity changes on the physical properties of paper, and of the manner of operating testing instruments on the results obtained. The strength of paper is attributed to the net effect of the strength and flexibility of the individual fibers and the mutual adherence of the fibers. Data are presented to show that the papermaking fibers are comparable in strength to the common metals and alloys. Under ordinary conditions the folding endurance is almost wholly a function of but one of the fundamental strength factors, tearing resistance is to a large extent governed by the cumulative effects of the two operating in the same direction, while tensile and bursting strengths are determined by the difference in the effect produced on the two factors which act in opposite directions. Irregularities in the results with variations in the conditions of testing (length and width of test strip, rate of operation of the instrument, etc.) are attributed to the fact that the tensile strength and stretch are increased by increasing the rate of loading. —A. P.-C.

### Machinery

**Pulp Thickener.** B. C. Root assignor to Hydraulic Machinery Co. U. S. pat. 1,438,860, Dec. 12, 1922. Same as Can. pat. 224,010, Sept. 26, 1922. See *Pulp & Paper* 20, 2026, Dec. 21, 1922.—A. P.-C.

**Pulp Thickener.** C. H. Allen assignor to Great Northern Paper Co. U. S. pat. 1,421,364, July 4, 1922. Same as Can. pat. 222,034, Aug. 8, 1922. See *Pulp & Paper* 20, 818, (Sept. 21, 1922). *Paper Trade J.* 75, No. 15, 61, Oct. 12, 1922.—A. P.-C.

**Pulp Washing and Concentrating Apparatus.** I. T. Fisk. U. S. pat. 1,447,344, Mar. 6, 1923. The pulp is delivered to the topmost of a series of inclined screen chambers which can be vibrated by means of cam motion. A considerable amount of liquor goes through the screen, and the vibration makes the pulp travel down the screen. When it reaches the lower end of the chamber it is caught by a paddle roll extending across the full width of the chamber, and discharged over a partition into the succeeding chamber, and at the same time it is sprayed with clean water. This action is repeated in each of the succeeding three chambers, and when

the pulp is finally discharged it is free from chemicals, while suitable adjustment of the various spray nozzles regulates to a certain extent the degree of concentration, or consistency, of the washed pulp. —A. P.-C.

**Method of and Apparatus for Washing Pulp.** O. B. Brown, H. K. Moore, H. Parker and H. M. Martinson assignors to Brown Co. U. S. pat. 1,421,664, July 4, 1922. Same as Can. Pat. 204,755, see *Pulp & Paper* 19, 281, Mar. 10, 1921.—A. P.-C.

**Pulp Screen.** H. T. Baker and J. D. Haskell. U. S. pat. 1,429,707, Sept. 19, 1922. Same as Can. pat. 217,879, Apr. 25, 1922. See *Pulp & Paper* 20, 794, Sept. 14, 1922; *Paper Trade J.* 75, No. 12, 51, Sept. 21, 1922.—A. P.-C.

**Pulp Screen.** B. C. Root assignor to Hydraulic Machinery Co. U. S. pat. 1,438,861, Dec. 12, 1922. Same as Can. pat. 224,009, Sept. 26, 1922. See *Pulp & Paper* 20, 2026, Dec. 21, 1922.—A. P.-C.

**Rotary Pulp Screen.** C. H. Johnson. Eng. pat. 205,983. The strainer comprises a vat of polygonal cross section and a straining drum of polygonal section which rotates in the vat. As the drum rotates the pulp is alternately drawn towards or pressed back from the mantle of the drum. This movement facilitates straining without the use of stirrers, shaking devices or other mechanical means used to maintain movement of the pulp.—A. P.-C.

**Pulp Screen.** J. Paramor assignor to Watford Engineering Works Ltd. U. S. pat. 1,455,303, May 15, 1923. The vibration of the screen, either inward or outward flow, is obtained by mounting the screen drum on cradle- or jog-arms, one extremity of which is supported on a floating fulcrum and the other of which is engaged with a compound eccentric, the eccentricity of which can be adjusted.—A. P.-C.

**Vertical Centrifugal Pulp Screen.** G. F. Shevlin. U. S. pat. 1,436,411, Nov. 21, 1922. The pulp is fed into a vertical barrel-shaped chamber connected to the hub of the machine by radial blades which extend beyond the chamber to the screen, and which divide the space into compartments. Associated with each blade is a curved vane reaching from the top about half-way down, and extending from the end of one blade nearest the screen to the point where the next blade crosses the barrel-shaped chamber. Holes are provided at the inner edge of the vane, and transverse and longitudinal series of holes extend below the lower edge of the vanes. A space between the bottom of the barrel-shaped chamber and the convex bottom plate of the pulp distributor allows the screenings to be discharged. —A. P.-C.

**Pulp Refiner.** A. J. Haug. U. S. pat. 1,443,410, Jan. 30, 1923. A suitable number (preferably four) of rolls rotate bodily within and in close proximity with a cylindrical casing, and are moreover positively driven so that each roll rotates at a slightly greater or (preferably) less speed than it would have if it had true rolling contact with the casing. Pulp is fed to the casing through a hopper at one end, and is made to travel to the other end by means of a series of helically disposed vanes suitably cut away to prevent interferences with the rolls. The vanes also roll up and agitate the stock between the action of two successive rolls. The clearance between the casing and rolls is adjustable, and springs are provided to prevent the rolls from being forced into actual contact with the casing by centrifugal force should the supply of stock run out when the machine is running.—A. P.-C.

**Wire and Felt Cleaners for Wet Machines.** C. F. Roberts assignor to Roberts Manufacturing Co. U. S. pat. 1,459,161, June 19, 1923. A pipe, somewhat shorter than the cylinder, and provided with a number of short branch pipes having discharge nozzles close to and directed towards the cylinder wire, moves back and forth in front of and approximately parallel with the cylinder in such a manner that all parts of the wire will be subjected to the action of the spray, which is preferably under higher pressure than used with stationary sprays. This effects a considerable decrease in the amount and cost of water used, with consequent increase in the amount of fiber recoverable from the white water. The higher pressure prevents clogging of the nozzle holes and effects more thorough cleaning of the wire. A similar spray is used for cleaning the felt; but steam is used in preference to water.—A. P.-C.

**Stripping Means for the Press Rolls of Wet Machines.** H. Hinckley. U. S. pat. 1,430,166, Sept. 26, 1922. Same as Can. pat. 219,279, June 6, 1922. See *Pulp & Paper* 20, 794, Sept. 14, 1922; *Paper Trade J.* 75, No. 12, 51, Sept. 21, 1922.—A. P.-C.

**New Continuous Dewatering Machine for the Pulp and Paper Industry.** *Paper Trade J.* 78, No. 8, 47 (Feb. 21, 1924). The machine is intended to replace the ordinary type of wet machine in obtaining pulp at a consistency of 20 to 30% for bleaching at high densities. It consists essentially of a horizontal, cylindrical slatted curb or casing in which rotates a massive pressing screw of constantly increasing hub diameter, so designed that the material is compressed in a thin layer between the two pressure surfaces, each of which is provided with ample drainage area to permit of the rapid escape of the water. The hollow shaft of the press on which the pressing screw is mounted carries stuffing boxes at each end, which may be connected with a water, steam or compressed air supply for flushing, heating, or aerating the pulp through suitable outlets in the screw hub itself.—A. P.-C.

**Saveall.** A. Dezela. U. S. pat. 1,423,199, July 18, 1922. Waste liquor from blowpits or blow tanks, or white water from wet machines or from paper machines, is discharged through a gutter into a series of troughs where the scum is skimmed off and the heavy impurities settle out. It passes over a partition and under an inclined baffle which deflects it downward into a series of long compartments through which it passes at such a rate that the fibers have a chance to settle to the bottom, the liquor passing over a partition at the end. The stock is removed periodically by raising a gate which normally closes a screened opening in the bottom of the compartment; and after the liquor has drained out the compartment is filled with fresh water and the stock is pumped out.—A. P.-C.

**Apparatus for Fiberizing Straw and Converting It Into Strawboard.** J. K. Toles. U. S. pat. 1,420,162, June 20, 1922. The material (preferably rice straw) is fed continuously into a tank containing hot 0.5% to 1% solution of caustic soda through which it is conveyed at the rate of 1 to 2 feet a minute, passed through rolls which squeeze out the excess of liquor and through three pairs of corrugated rolls which crush it and pull it apart, conveyed through a washing tank where the remainder of the gums and incrustants are washed out and the fibers are sized, made into a loose mass or layer of fibers which is pressed and dried, passed between rubber rolls to soften it, and finally cut.—A. P.-C.

**Application of Ball Bearings to Table Rolls.** *Mon. Papeterie Française* 55, 61-62 (Feb. 1, 1924). Discussion of their merits.—A. P.-C.

**Paper Stock Regulator and Mixer.** L. B. Decker. U. S. pat. 1,423,555, July 25, 1922. Stock is delivered from a chest on to a hinged trough the free end of which is connected to the end of a scale beam which is used to operate a water valve. When the stock is too heavy the free end of the trough is lowered, pulling down the end of the scale beam and opening the valve to let water into the stock chest and reduce the consistency to the required degree, when the trough will rise again and close the valve. Sulphite and groundwood are both delivered through similar troughs into a baffle mixer, whence they pass to the respective machine chests.—A. P.-C.

**Stock Consistency Regulator.** R. Hockman assignor to H. H. Wilson and E. B. Shaffer. U. S. pat. 1,541,659, Apr. 10, 1923. Stock from the stock chest is delivered into one compartment of a tank and water into another compartment, and the water and stock are mixed in an intermediate compartment. When the consistency of the stock fed to the tank is too high its level in the first compartment rises until it comes in contact with a float which operates the gate between the first and second compartments, partially closing it and thus decreasing the amount of fiber delivered to the middle compartment; and the excess of stock overflows back into the stock chest.—A. P.-C.

Section of the

# COST ASSOCIATION OF THE PAPER INDUSTRY

*Affiliated with*

THE AMERICAN PAPER AND PULP ASSOCIATION

Conducted by THOS. J. BURKE, C.A., Sec-Treas

## BUDGETARY CONTROL*

By WILLIAM CARSWELL, C. A.

While the term "budget," as representing the annual estimates which are brought down for the consideration of Parliament, is one that is well known in British Finance the applications of the principles of Budgetary Control as applied to commercial undertakings is only of recent date.

This question of Budgetary Control has of recent years received considerable attention in the United States and has been subject of much discussion and consideration in our sister associaton, the National Association of Cost Accountants.

The very satisfactory results which have been attained by the United States Government in the control of its expenditures by the operation of the national budget, has undoubtedly given a great stimulus to the adoption of some system of Budgetary Control in many of larger business enterprises of the United States.

As the ramifications of the subject are very extensive it must be apparent that to keep within the time allotted to me I can only deal at this time with the broader principles and aspects of the matter, leaving the detail phases to be discussed in future papers.

I will, therefore, proceed to outline the general principles of Bugetary Control in relation to all the principal activities of an enterprise which apply with equal value to any business whether manufacturing, trading or merchandising.

It is my intention to briefly treat the subject in its application to all the activities of the business and not confine myself merely to its relation to manufacturing cost. This society is not confined to the study and discussion of manufacturing costs problems only, but to the entire costs of doing business and everything relating thereto. The costs of merchandising, distribution and adminstraton are of as vital interest to the business executive as the cost of manufacturing the product.

We will now proceed to the consideration of Budgetary Control under the following principal division:

1—Advantages to be gained by operating under a budget.
2—Preparation of the budget.
3—Control.

### Advantages to Be Gained by Operating Under a Budget

Budgetary Control gives the following benefits to an enterprise:
1—A definite standard and goal.
2—The co-ordination of all its activities.
3—The control of its expenses.
4—The control of investment, merchandise, receivables and additions to plant.
5—An estimate of financial requirements.
6—An estimated balance sheet and profit and loss at end of budget period.

*An address before The Canadian Society of Cost Accountants.

### 1.—Definite Standard and Goal

As the chart and compass is to the mariner, so is the budget to the business executive. When compiled with care and foresight (and a budget prepared otherwise is worse than useless) it is a guide and standard by which the activities of the business can be studied from month to month. It has a special advantage in that it provides a stimulus to the heads of all departments and all down the line of organization, to put forth their best efforts, not only to accomplish the programme set for their performance, but to exceed it by the greatest possible margin. The realization of the budget which has been set for each department head gives him a definite mark at which to aim and is a definite measure of what the executive expects of him. It gives a department head an opportunity to plan his organization to the best advantage, knowing that to a considerable degree his administration will be judged by the manner in which his responsibility is fulfilled and his budget is met. The executive officer on the other hand is relieved of a great deal of detailed supervision and he has some concrete standard which he expects each of his department heads to live up to. In case anyone of his department heads does not live up to his budget the fact is brought before the executive before the situation can possibly become serious.

Any great discrepancy between the actual transactions and the estimates must result from one of three causes: estimates may have been carelessly prepared; the department heads may have departed from the programme which they had set; or, unusual outside conditions may have brought about the change.

In any event, these discrepancies should be investigated and explained. They are signals—sometimes danger signals—and must not be ignored. Thus, it can be seen that the budget forms a reasonably accurate forecast of the future conditions to be met by the management. It serves as a general guide in that it often forestalls mistakes and unwise moves, or, at least, points them out in time to avoid great loss. The budget forms the basis for a revision of plans when changing conditions make a revision necessary. Unless the management has some guide by which to gauge the concern's progress, it will not be able to tell at once when a change in plans is desirable, and losses or misdirected efforts must result.

### 2.—Co-ordination of Activities

A system of budgetary control is the best factor that can be devised to bring about the co-ordination of a business to the fullest degree. It is impossible to draw up a budget that is worthy of the name without holding many conferences on the subject and all departments must work toward the one end. Without such control it is quite possible that one department will work more or less at a tangent and the results that would be obtained would naturally be more or less unbalanced. Under Budgetary Control, for example, the Manufacturing Department is enabled to plan for the output required by the estimated sales in such a way as to result in the greatest possible economy. In this way standard lines of output can be run through in economical quantities instead of in smaller lots, and consequently costs can be kept on a uniformly low basis. On the other hand, the estimates of sales may require the production for the budget period to be curtailed so that large inventories may not be piled up in excess of the normal requirements of the business. The manufacturing department is also enabled to plan its organization and activities sufficiently far in advance to permit it to carry forward its operations with a minimum of disturbance and confusion. From the estimate of sales it can also arrange for quantities of raw materials to be ordered for delivery at the proper periods for the required production.

The Financial Department can plan the expenditure and receipts just as carefully as the Sales Department plans sales or the Manufacturing Department plans production. By this means it is possible to prepare for financial requirements in advance of the actual need. This makes it necessary that the appropriations of the budget be closely followed. The treasurer would be in constant trouble if department heads were permitted to spend money without conforming to the standard which had previously been set for them.

### 3.—The Control of Expenses

Preparation of a budget makes it practicable for the expenses of each department for the budget period to be determined on a basis commensurate with the volume of sales and production anticipated. The expense budgets of each department should, of course, be drawn up having regard, first of all, to the functions of the specific department, and the estimated volume of business to be done during the budget period. The expense budget when finally approved may be considered as a definite authorization to the department head to make the expenditures covered by his budget, and enables him to plan the organization and operation of his department for the budget period to the greatest possible advantage.

### 4.—Control of Investment

#### (A) Proper Control and Planning for Productive Capacity

The anticipated volume of sales will, of course, have to be considered by the Manufacturing Department in the first instance from the point of view of productive capacity. If the estimated sales demand production in excess of the capacity either of the plant or space, it immediately becomes necessary to consider whether under existing business conditions, or the conditions pecular to the specific business, it is advisable to make the necessary extensions and expenditures to provide for the increased output.

#### (B) Merchandise Investment

From the estimated sales and the relative output of product required, the investment in raw materials, process goods and finished stock, required from month to month, can be easily ascertained from the predetermined standards which I assume have been set for such investment. The principle applies equally in the case of a manufacturing and merchandising business, or in a merchandising business only. I know of no feature of budgetary control which is more necessary to profitable operation. Many of us can recall, some I fear with very unpleasant recollections, the enormous inventories at high prices which had been accumulated in 1920 during the period of intense business activity, and which had subsequently to be sacrificed at reduced prices with resulting loss when the depression of 1921 set in. There were, of course, many contributory causes, but I do feel that under a proper system of Budgetary Control such losses could have been greatly minimized.

Standards for raw material investment should be a certain number of days' stock depending on a length of the manufacturing operation, and the distance from source of supply; while finished goods should, of course, represent a definite number of days' stock sales depending on the conditions surrounding the business for which the standards are being set. In some cases 30 days would be excessive, while in others 90 days' stock, or even more, might be required. It is essential to have a carefully thought-out measurement and then adhere to it as closely as is practical. This question has, of course, direct relation to that of turnover, which is the secret of success in any merchandising business."

#### (C) Receivables

Standards for a given number of days receivable allowable are also required to give a measure of the efficiency of the collection of accounts receivable.

### 5.—Provision for Financial Requirements

The preparation of the sales and manufacturing expenses and capital expenditure budget give, of course, the Accountant's Department the necessary information upon which to base the estimated receipts and payments of the business so that he might be in a position to advise the management as to whether the estimated business can be handled without increase of capital, having regard to the banking and other credit facilities of the company.

### 6.—Estimated Profits and Loss Account and Balance Sheet

The division of the budget into the revenues and expenditures of the business permits of an estimated statement of Profit and Loss Account for the period under consideration, and a Balance Sheet for the end of that period being prepared. Such statements are, of course, of considerable use to the management in laying the plans for the operation of the business during the budget period.

The value and use which can be made of these estimates is evident when we realize that the success of a business enterprise is dependent chiefly upon the ability of the management to plan intelligently for the future, and that a large percentage of business The diversification of industry and the constantly increasing necesin time to provide for them. Construction work, provision for the expansion of business, increased sales, rising costs of production, etc., must be anticipated and provided for before they actually arise. The diversification of industry and the constantly increasing necessity of depending upon indirect supervision and management, together with rapidly changing business conditions, necessitate the use of scientifically prepared forecasts.

### Preparation of the Budget

#### (A) Length of the Budget Period

The length of the Budget period naturally depends on the type of business for which the Budget is being prepared. Where the nature of the business requires an extended period of manufacture from the purchase of raw material until completion of the final product, it is essential to plan ahead for a considerable period. For example, in the case of all businesses which utilize the products of the forest, where it may take one, two or even three years for the logs to be driven from the point of cut to the mills, it is necessary to formulate plans for an extended period. The same condition applies in the leather business and in the case of the company with which I am associated.

It will, however, be found that the most practical period for ordinary Budget statements is that of the fiscal year of the company

concerned. In many cases it is considered advisable to adjust the Budget for varying conditions which happen throughout the year.

### (B) Responsibility of Budget Preparation

The figures required for the Budgets' covering the various activities of departments should be prepared by the Department Head responsible for the operation of the section to which these figures apply. Such Department Head, being naturally closest to the conditions and having a direct personal interest in the performance, is unquestionably more fitted to establish the correct figures than anyone not quite so close to the field of activity. The figures submitted by each department should be supervised by the General Head of that department.

The control of all Budget operations should clear either through the Budget Committee or the Chief Accounting Officer of the Company, who will see that the figures of each Department's Budget properly co-relate with those of the other departments.

### C—Approval

The approval of the Budgets when finally checked by the accounting department should be given by the president, and where the company regulations require, by the Board of Directors.

### D—Sales Budget

The first step towards the preparation of the General Budget must necessarily be to obtain the sales estimate for the Budget period from the Sales Department. The difficulties attendant on the preparation of this Budget are governed, of course, by the type of product manufacturer, the question of fluctuating markets, multiplicity and question of standardization of products and the seasonal flucatuations which apply to the particular type of business.

The first step towards the preparation of the sales budget is to have each salesman survey the possibilities in his territory, and prepare an estimate of the sales which he computes can be obtained from it during the ensuing budget period. These preliminary estimates should be gone over by the department head in the office to whom the salesman reports and any corrections and amendments which he considers necessary should be made. The estimate sales of "Key" items will be found to be a valuable aid in the preparation of the general sales budget. Such items frequently point out where sales efforts may be directed to produce greater results. Let us take for the sake of better illustration a manufacturing plant with distributing houses. After the salesmen's budgets have received preliminary examination and approval, they should be gone over by the district manager, and when passed by him, summarized under the various classifications of sales which are maintained by the business, thus obtaining the total estimate of the sales under each classification for that particular house for the Budget period. Budgets for all distributng houses, when forwarded to the Head Office, should be finally scrutinized by the General Sales Manager after consultation with the subordinates in the Head Office who are responsible for the distribution of the various classes of products, and a final summary of the whole company prepared.

When the sales' budget has been finally determined upon, it forms the basis for the estimate of the Manufacturing Department's budget for the ensuing year. The sales' budget should, therefore, be forwarded to the Accounting Department where the estimated rates of gross profits should be applied and the estimated output of the factory obtained.

### E--Manufacturing Department Budget

The figures of estimated output required as submitted by the Accounting Department to the Manufacturing Department, are reviewed by the Manufacturing Department to ascertain:

1—If the required budget can be manufactured during the budget period with the plant and equipment then existing.

2—If the quantity required by the Budget cannot be produced with the plant and equipment then available, it will be necessary to confer with the Sales Department to find out whether or not the plant should be increased. In case the Sales Department think that from their point of view there is sufficient cause for an increase in plant, an estimate of the cost of such increase must be prepared and forwarded through the regular channels for the necessary approval.

3—If the necessary raw materials can be obtained to provide for the manufacture of the required output within the budget period.

As soon as the Manufacturing Department has determined that the budget submitted by the Sales Department can be carried out by them, it becomes necessary for them to translate the general budget into a schedule for manufacturing output which will enable the Manufacturing Department to deliver for distribution the quantities of the various products at the intervals required by the Sales Department. Due regard must, of course, be had to the necessity of maintaining minimum stocks which have to be maintained to give the necessary service for customers' requirements.

The Manufacturing Department will be enabled to place its orders in such quantities as to permit of the most economical manufacture possible, and from this point of view it will be necessary in certain cases to create temporary overstock of certain products, rather than manufacture small lots at excessive costs.

This factor of quantity production is, of course, of weighty consideration where the cost of output includes heavy setting up charges or adjustment of machinery, such as in the case of special cables or in the case of the various sizes of rolled steel products.

The principle of Budgetary Control should be carried where at all practicable into the control of the materials required for each particular class of output. Where standard does not exist, as for example in steel mills, past experience will be a very ready guide, as to the quantity of raw material which should be required for each class of output. When this standard has been determined upon, the orders to manufacture, giving quantities of output, should be the authorization to draw material for that output, according to the standards which have been set. No excess of raw materials should be issued by the Stores Department for such orders, except on the approval of some responsible head in the Manufacturing Department.

In seems hardly necessary to state that budget or standard rates for the apportionment of manufacturing expense should be used, as any other method is manifestly inefficient in the majority of cases.

Where piece work rates exist the standard of labor is very easily compiled, but where ordinary day labor is used it will be necessary to provide standards from past experience.

### F—The Manufacturing Department Expense

The departmental expense of the Manufacturing Department should also be budgeted so that the Superintendent may have a guide by which to judge the cost of administration of the various departments by respective performances.

It is, of course, apparent that the expenses of the Manufacturing Department are not directly proportional to the output, as of course fixed charges in the nature of rent, general supervision, depreciation, etc., have to be met irrespective of the volume of output.

Variable charges have, of course, direct relationship to the volume of production, so that it is a comparatively easy matter from past experience, to draw up percentages of expense to output of the various departments which would apply according to the percentage that the output bears to capacity.

### G—Distributing and Administrative Expense

As one of the principal advantages of preparing budgets of administrative and distributing expense is the control of such expenses, it is very necessary that proper classifications of accounts be maintained, to permit of various expenses of the Company being properly allocated so that the various Department Heads can properly prepare the expense budgets and account for the expenditures of the various activities for which they are responsible.

Under these circumstances it is of distinct advantage to have

these expenses classified in the first instance; in accordance with the chart of organization, so that the various expenses for which each General Department Head is directly responsible, or which apply to the functions of his Department, may be classified under one group.

In the first instance the direct expense of his Department, would, of course apply, while such other general expenses of the Company which have distinct relation to the duties of that Department head, should also be classified in his expense. For the sake of convenience, it is suggested that each Department bear a number so that all expenses are first of all classified under that number. This may be illustrated as follows:

1—President or General Manager.

10—Secretary.

20—Treasurer.

30—Accounting.

40—Sales. (Includes sales distribution and merchandising.)

50—Manufacturing.

A further detailed classification of expense is, of course, necessary and for simplicity in accounting it would seem to be advisable that the sub-classifications of expense bear the same sub-classification number irrespective of the department to which such expenses apply. For example, travelling expenses would bear the same sub-classification number irrespective of the Department by which such travelling expenses were incurred, the distribution being made by prefixing the department number before the sub-classification of the particular expense incurred.

Detailed analysis of these expenses under the various departments and classification of expense, are of course maintained, so that proper monthly reports can be prepared. After the final determination of the Sales' and Manufacturing Department's budget, each department head prepares his estimated expenses for the ensuing year, having regard to the volume of output and the estimated sales to be made, basing of course, such estimate of expense upon the increasing or decreasing demands which will be made upon the department by reason of the manufacturing and sales program for the ensuing year. These budgets should be prepared showing the expenses for the previous year and their relationship to sales so that the Budget Committee and Management may have some guide as to the propriety of the expenses submitted in relation to the previous year's performance. The expense budget when repaired will, of course, be summarized by the Accounting Department and the relation to sales of each Department's expense worked out and and compared with previous years' results and standards, and submitted to the management for its consideration.

When the sales, manufacturing and expense budgets have finally been checked up by the Accounting Department, it is then possible to prepare an estimated statement of profit and loss for the year, based upon the budget figures submitted and from the budget estimates of the number of days' merchandise and receivables which would be set up, it is possible to prepare an estimated balance sheet at the end of the fiscal period, after taking into account, of course, any requirements for additional plant sinking fund, Dividend payments, etc. From this estimated balance sheet can be approximately ascertained what the general financial position of the Company will be throughout the year, making due allowance for periods of peak production and merchandise investment caused by seasonal and other factors, so that the general financial program of the Company can be determined upon.

The complete budget statements when thus prepared should be submitted to the management with explanatory statements where necessary for their consideration and final approval.

In connection with the Sales Department expenses it should, of course, be remembered that only in very few cases it is not possible to increase the volume of sales by additional expense, so that the estimated Sales Department expense will be a factor in deciding the management as to whether it is advisable to obtain an additional volume of sales at the expense required.

After a careful study of the expenditures required to produce the sales budget and the corresponding expenses of the various departments, the management will then finally approve or amend the budget. When the budget has been thus approved, it represents a direct authorization to the head of each department to organize his department in keeping with the budget, as the approval of his budget is his authority to expend up to the limit set by his budget figures.

### Financial Forecast

Two problems present themselves in connection with Financial Budgetary Control.

1—The broad viewpoint or general financing required for the budget period.

2—The ordinary month to month or day to day financing.

The estimated balance sheet prepared as at the end of the budget period in the manner outlined above, will give, after taking into consideration the peak investments in merchandise and receivables, the amount of additional capital to be provided, if any. After due consideration as to the future possibilities and plans of the Company, the method of providing the necessary money, either by additional stock, bonds or through banking and credit facilities, will be decided upon. In this way the management will have provided for their general financial arrangements for the ensuing year.

In order that the treasurer may be in a position to economically arrange for his financing from month to month, a monthly forecast of receipts and expenditures should be prepared giving the estimates and expenditures under the various main classifications of expenditure, such as purchases, wages, freight and duty, plant, etc. These are submitted by the various departments responsible to the Accounting Department who check them over and prepare the necessary statement for submission to the Treasurer's Department not later than the 10th of the month. At the end of the month this financial forecast is checked up with the actual performance to see what errors were made in the original forecast, so that they may be avoided in future statements.

In some cases the financial budget may be prepared to show the receipts and expenditures under the various classifications by months.

### Control of the Budget

(A) When once the Budget has been prepared and approved, provision must be made so that the executive may at all times throughout the Budget period be in a position to know exactly how the actual results compare with the Budget. The reports should be in sufficient detail to present a true picture, but should avoid unnecessary detail or their true purpose may easily be defected. The usual monthly reports of the Company's activities such as sales, expenses of each department, expenses of manufacturing operations, etc., should all be prepared so as to show in comparative columns the actual expenses for the month and the period of date, together with the corresponding figures called for by the budget. In some cases it may be advisable to use percentages of realization of the budget rather than to show the actual detail figures. The following may be used as illustrating a few types of reports: (samples of reports on pages 18, 19, 20, 21).

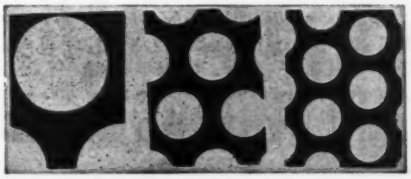
### The Sales Factor

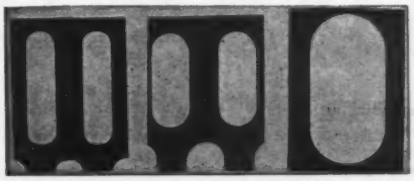
(B) In cases where the demand for the Company's products have wide seasonal fluctuations it is essential that due allowance for this factor be made when dividing the annual sales budget into months for comparative or checking purposes. This factor can be obtained by a study of the sales by months of the preceding few

(*Continued on page 60*)

## PERFORATED METALS

*All sizes and shapes of Holes*





*All kinds and thicknesses of Metal*

For Centrifugal and Rotary Screens, Drainer Bottoms, Filter Plates, Pulp Washers, etc.

**The Harrington & King Perforating Company**

5655 Fillmore St., Chicago, Ill., U. S. A. New York Office, 114 Liberty St.

## AUTOMATIC CONTINUOUS SCREW PRESS

FOR DEWATERING PULP

ADVANTAGES

1. AUTOMATIC—requiring a minimum of labor to operate.
2. CONTINUOUS IN ACTION—hence large saving in power and increase in capacity.
3. ECONOMICAL IN POWER—small power required to operate.
4. HEAVY CONSTRUCTION—hence requiring a minimum of repairs.

AMERICAN PROCESS CO.

68 William Street New York

WHEN IN NEED OF

**Fly Bars and Bed Plates**
**Beater Valves and Hydrants**
**Beater Rolls or Repair Parts**
**Beating Engines**

WRITE US

DAYTON BEATER AND HOIST CO.

DAYTON, OHIO

## PAPER MAKERS CHEMICAL CO.

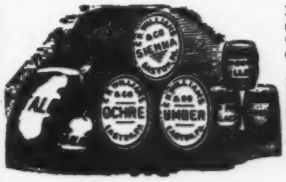
## WESTERN PAPER MAKERS CHEMICAL CO.

EASTON HOLYOKE KALAMAZOO
JACKSONVILLE PENSACOLA ST. AUSTELL

CLAYS ROSIN SIZE
SATIN WHITE FOAM KILLER

FELT SOAP and OTHER SPECIALTIES

## C. K. WILLIAMS & CO., EASTON PA.




Proprietors of the Peoria Dry Paint and Color Works and the Helios Dry Color, Chemical and Copperas Works of Allentown, Pa.

Manufacturers, Miners and Importers of Coloring Materials, such as Venetian Reds, Red, Brown, Black, Yellow, Oxides, Chrome and other Ochres, also Paper Fillers—as Agalites, Mineral Pulp, Tale, China and other Clays.

## COLORS FOR PAPER MANUFACTURERS' USE

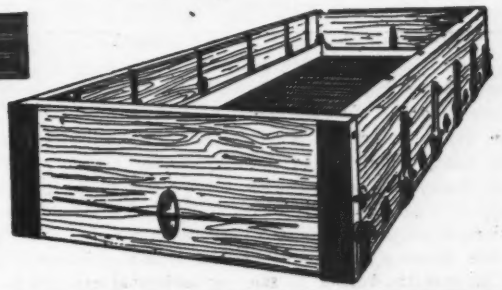
Fitchburg, Mass. U. S. A.

## UNION SCREEN PLATE COMPANY

Lennoxville, P. Q. Canada

UNION BRONZE (Best phosphorized Cast Metal) **SCREEN PLATES**

Old Plates RECLOSED and RECUT to accurate gauge.
UNION BRONZE SCREWS for Screen Plates
ROLLED COPPER AND PHOSPHOR BRONZE SCREEN PLATES FOR ROTARY SCREENS
Immediate Delivery of the Largest Orders. Satisfaction Guaranteed.



THE UNION WITHAM SCREEN PLATE VAT AND FASTENERS

THE ORIGINAL — Over One Thousand in Successful Operation
THE BEST — Recommended by Screen Makers

# Obituary

### Irving H. Page

[FROM OUR REGULAR CORRESPONDENT]

HOLYOKE, Mass., August 12, 1924.—Irving H. Page, 64, president of the Page Paper Box Company, of Chicopee, and interested in various Springfield and Chicopee industries, died last week of heart disease at his summer home in Tolland. He was president of the Loring Axtell Company of Springfield Falls, vice-president of the National Scales Company, president of the Arrow Company of Springfield, treasurer of the Charles C. Lewis Corporation, director of the Chicopee National bank and a member of the Nayassett Colony and Rotary clubs, Springfield Country Club, Oxford Club, the Megantic Fish and Game Club of Eustis, Me., and was a 32d degree Mason, belonging to several lodges.

He leaves a widow, one sister Eva L., of Chicopee Falls, three cousins, Frank of Springfield, George of Chicopee Falls and Courtney of Old Orchard, Me., and one nephew, Karl W. of Chicopee Falls. The funeral was held Friday afternoon with burial in Fairview cemetery, Chicopee.

## Bids and Awards for Paper

WASHINGTON, D. C., August 12, 1924.—The Government Printing Office has announced the following paper awards:

The American Writing Paper Company will furnish 12,500 pounds (1,000 reams) of 21 x 32 No. 7 white manifold bond paper; 12,500 (1,000 reams) of same size white record manifold bond paper and 16,000 pounds (1,000 reams) of 21 x 32 No. 9 white record manifold bond paper at 36 cents per pound. Bids for these items were opened on July 3.

The R. P. Andrews Paper Company will furnish 10,400 pounds (260 reams) of 31½ x 36 white and yellow sulphite bond paper at 7.9 cents and 8.65 cents, bids for which were opened on July 18

The Aetna Paper Company will furnish 6,300 pounds (200 reams) of 24 x 38-31½ No. 13 yellow bond paper at 12.87 cents, bids for which were opened on July 21.

The Paper Manufacturers Company will furnish 5,000 pounds of kraft wrapping paper in 36" rolls at 5.65 cents per pound, bids for which were kept open on July 23.

The Aetna Paper Company will furnish 1,575 pounds (50 reams) of 24 x 38-31½ No. 13 unglazed salmon manifold bond paper at 13.87 cents per pound, bids for which were opened on July 25.

The Government Printing Office has received the following bids for 15,000 pounds of 21 x 32 white manifold bond paper and 20,000 pounds of 21 x 32 No. 9, white record manifold bond paper: Esselck Manufacturing Company, 37 cents per pound; Old Dominion Paper Company, 25.97 cents and 36.47 cents; Whittaker Paper Company, 22 cents; R. P. Andrews Paper Company, 25.69 cents and 34.74 cents; Dobler & Mudge, 25.69 cents and 36 cents; American Writing Paper Company, 28, 29, 30 and 34 cents; Barton Duer & Kock Paper Company, 25.6 and 35.85 cents; Broderick Paper Company, 29 cents; Southworth Company, 29.5, 30 and 34 cents; Lindemeyer & Harker 21.04 cents; Baltimore Paper Company, 27 and 37.75 cents.

The Government Printing Office has received the following bids for 10,000 pounds of 19 x 24 100, buff, desk blotting paper; Dobeler & Mudge, 9.34 cents per pound; Whittaker Paper Company, 8.41 cents; Reese & Reese, 9.317; cents; District of Columbia Paper Manufacturers & Co., 9.09 cents; R. A. Cauthorne Paper Company, 9.36 cents; Lindemeyer & Harker, 10.25 cents; Joseph Parker & Son Company, 11 cents; Eaton, Dikeman Company, 8.75 cents; Old Dominion Paper Company, 9.449 cents; Virginia Paper Company, 9.35 cents; R. P. Andrews Paper Company, 9.3 cents and Barton Duer & Kock Paper Company, 10.25 cents.

The Printing Office has also received the following bids for 21,750 pounds of 21 x 32 No. 16, various colors sulphite writing paper and 27,000 pounds of the same No. 20; R. P. Andrews Paper Company, 7.82 cents and 8.82 cents; Maurice O'Meara, 8.9, 8.8, 9.4 and 9.38 cents; Old Dominion Paper Company, 8.379, 8.199, 8.929 cents; Whitaker Paper Company, 8.09 and 8.34 cents; Baxter Paper Company, 8.45 cents; R. A. Cauthorne Paper Company, 8.17, 8.91 and 12.6 cents; Barton Duer & Kock, 11.7 cents; Reese & Reese, 7.749 and 8.245 cents; Broderick Paper Company, 10 and 11 cents; American Writing Paper Company, 10 and 11 cents; Dobler & Mudge, 10 cents; Samuel S. Alcorn, 8.9 and 9.9 cents; Lindemeyer & Harker, 9.5 cents; Bishop Paper Co., Inc., 9.25 and 10.25 cents.

The Government Printing Office will receive bids on August 13, for 25,000 pounds (250 reams) of 22½ by 28½ inch—100 white bristol board.

Bids will be received on the same date for 4,800 pounds, 300 reams, of 21 x 31, No. 9, green sulphite manifold paper.

## Pioneer Paper Co. Increases Exports

[FROM OUR REGULAR CORRESPONDENT.]

LOS ANGELES, Cal., August 8, 1924.—More than 50,000 rolls of building, mulching and roofing papers were shipped to foreign countries during the first seven months of 1924 by the Pioneer Paper Company of Los Angeles, indicating an increase of 300 per cent in exports for the period over the total for the entire year of 1923. According to William Henry, vice-president and general manager of the company, the products were sent to Japan, China, Mexico, Australia, New Zealand, the West Indies, the Philippine and the Hawaiian Islands.

The increase in export business, the greatest since the organization of the firm in 1888, is due principally to the enormous amount of building now going on in the ruined cities of Japan, and to the application of mulching paper for agricultural purposes in the plantations of the Hawaiian Islands. More than 5,000 tons of rags are imported each year by the Pioneer Paper Company from Germany, France, England, and Belgium, for use in the manufacture of felt.

## New Canadian Factory Starts

The Carthage Machine Company, of Carthage, N. Y., which recently established a Canadian branch in Belleville, Ont., has already entered upon the production of several lines of its output. F. S. Wilson is the general manager of the Canadian branch, and a new general office has been provided. The president of the Canadian company, who is also general manager of the Carthage plant, was in Belleville recently and reports that his company at Carthage is operating to capacity and has work ahead for some time. B. C. Root, of Montreal, is the Canadian salesmanager of the company and will take up his permanent residence in Belleville.

## Leshner Paper Stock Co. Moves

CINCINNATI, Ohio, August 11, 1924.—The Leshner Paper Stock Company has removed to its new offices at 1400 State avenue. The business of the company has expanded so recently that the Lockland offices proved inadequate and more space and better facilities were required, causing the removal to Cincinnati. The Cincinnati 'phone for long distance calls will be West 7800.

All mail for the Leshner Grading Company should be directed to 1400 State avenue, Cincinnati, where this concern also will have offices.

## Belleville Paper Mills Resume

The Belleville Paper Mills, Belleville, Ont., which were recently closed a short time owing to financial difficulties, have resumed operations in the making of the cheaper lines of board. The plant is now working up the raw material around the yard and the expectation is that operations will be carried on as usual.

# IMPORTANT SALE

## THE RIORDON CO. LIMITED PROPERTIES

The properties of the Riordon Company, Limited, (now in liquidation), will be sold by auction on September 8, 1924, at the head office of the Company, 355 Beaver Hall Square, Montreal, P. Q., at 10 a. m. Standard Time. The principal items of property to be sold are as follows:—

### MILLS and APPROXIMATE ANNUAL CAPACITY

Kipawa mill—50,000 tons bleached sulphite pulp

Hawkesbury mill—40,000 tons bleached sulphite pulp

Merritton Mill—9,000 tons bleached sulphite pulp

Calumet sawmill—15,000,000 feet of rough lumber

### TIMBER LIMITS (under Crown licenses) and APPROXIMATE AREA

Quinze limits—2500 square miles—tributary to the Kipawa mill.

Rouge limits—1100 square miles—tributary to the Hawkesbury mill.

Dominion Bank limits—400 square miles in the Gatineau River watershed.

### INTERESTS IN THE GATINEAU COMPANY, including entire Capital Stock

The Gatineau Company properties consist of a large undeveloped waterpower near the mouth of the Gatineau River, three sawmills of an approximate annual capacity of 75,000,000 feet of rough lumber, and approximately 5,400 miles of timber limits (held under Crown License) tributary to the power and to the saw mills.

### TICONDEROGA STOCK

2424 shares out of a total issue of 4000 shares of the capital stock of the Ticonderoga Pulp & Paper Company, whose mills are at Ticonderoga, New York.

### ALL CURRENT ASSETS, MISCELLANEOUS PROPERTIES AND WATER POWERS

The Kipawa and Hawkesbury mills produce the highest grade of bleached sulphite pulp manufactured. A relatively small expenditure in the Kipawa mill will increase its capacity to 65,000 tons per annum. The waterpowers of the Riordon and Gatineau Companies are among the most valuable in Canada and the Gatineau timber limits comprise the largest and best undeveloped pulpwood limits under single ownership in Canada.

For full details of the property to be sold and the conditions of sale, prospective purchasers are referred to the Official Notice of Sale being published in the *Montreal Gazette* and the *Boston Traveller* on July 14, 21 and 28 and on August 4, 11, 18 and 25, 1924, and in the *Montreal La Patrie* and *Ottawa Evening Journal* on July 28th and August 4, 11, and 18, 1924, or to a copy of the said Notice and a statement of particulars on file with the Liquidator, Gordon W. Scott, 142 Notre Dame Street, West, Montreal, and with the Royal Bank of Canada in Montreal, Ottawa, London E. C., and New York City.

**NOTE: The sale of the above properties will not affect the operation of the mills, and the sale and delivery of pulp and lumber will be continued without interruption.**

The foregoing statements are believed to be true, but do not constitute representations or warranties.

# Imports of Paper and Paper Stock

## NEW YORK, BOSTON, PHILADELPHIA AND OTHER PORTS

## NEW YORK IMPORTS

WEEK ENDING AUGUST 9, 1924

SUMMARY

News print .....212 bls., 169 rolls
Printing paper.....59 cs., 6 bls.
Wallpaper .....402 bls., 30 cs.
Filter paper .....51 bls.
Packing paper.....250 bls., 28 crates
Wrapping paper.....1,409 rolls, 59 bls., 15 cs.
Drawing paper.....16 cs.
Cigarette paper.....910 cs.
Surface-coated paper.....128 cs.
Writing paper.....35 cs.
Cellophone paper.....2 cs.
Colored paper.....7 cs.
Cardboard paper.....64 cs.
Kraft paper.....43 bls.
Baryta coated paper.....52 cs.
Tissue paper.....13 cs.
Photo paper.....2 cs.
Miscellaneous paper.....104 cs., 1,186 rolls, 70 bls.

### CIGARETTE PAPER

American Tobacco Co., Schodack, Bordeaux, 900 cs.

Liggett & Myers Tobacco Co., Collamer, Havre, 10 cs.

### WALLPAPER

F. J. Emmerich, Mongolia, Hamburg, 4 cs.

J. W. Hampton Jr., & Co., Gaasterdyk, Rotterdam, 398 bls.

A. C. Dodman Jr., Inc., Dakarian, Antwerp, 4 bls.

A. C. Dodman Jr., Inc., same, 1 cs.

Whiting & Patterson, Berengaria, Havre, 14 cs.

J. Wanamaker, same, 3 cs.

A. C. Dodman Jr., Inc., same, Southampton, 8 cs.

### WRITING PAPER

Guibout Freres, Berengaria, Havre, 23 cs.

W. J. Byrnes, Collamer, Havre, 4 cs.

O. G. Hempstead & Sons, same, 6 cs.

Independent Forwarding Co., Suffren, Havre, 2 cs.

### DRAWING PAPER

Keuffel & Esser, Gaasterdyk, Rotterdam, 8 cs.

F. C. Strype, Rotterdam, Rotterdam, 8 cs.

### CARDBOARD PAPER

F. C. Strype, Rotterdam, Rotterdam, 49 cs.

F. C. Strype, Gaasterdyk, Rotterdam, 15 cs.

### PRINTING PAPER

Japan Paper Co., Gaasterdyk, Rotterdam, 14 cs.

Japan Paper Co., Rotterdam, Rotterdam, 9 cs.

C. Steiner, same, 36 cs.

J. P. Heffernan Paper Co., Clara, Trieste, 6 bls.

### NEWS PRINT

J. P. Heffernan Paper Co., Clara, Trieste, 212 bls.

Stevens Paper Co., Drottningholm, Gothenburg, 35 rolls.

Street & Smith Corp., Mongolia, Hamburg, 134 rolls.

### WRAPPING PAPER

M. O'Meara Co., Mongolia, Hamburg, 58 bls.

F. C. Strype, Dakarian, Antwerp, 11 cs.

F. C. Strype, same, 12 rolls.

C. K. MacAlpine Co., Drottningholm, Gothenburg, 1,341 rolls.

Chase National Bank, same, 56 rolls.

Japan Paper Co., same, 1 bl.

Bern & Wachenheim, Rotterdam, Rotterdam, 4 cs.

### PACKING PAPER

De Nobili Cigar Co., Cabo Hatteras, Genoa, 40 bls.

J. P. Heffernan Paper Co., Drottningholm, Gothenburg, 31 bls.

J. P. Heffernan Paper Co., Clara, Trieste, 50 bls.

J. P. Heffernan, Mongolia, Hamburg, 129 bls.

Bernard Judae & Co., same, 28 crates.

### KRAFT PAPER

M. O'Meara Co., Mongolia, Hamburg, 43 bls.

### SURFACE-COATED PAPER

Gevaert Co., of America, Dakarian, Antwerp, 25 cs.

Globe Shipping Co., same, 85 cs.

Hensel, Bruckman & Lorbacher, Rotterdam, Rotterdam, 18 cs.

### BARYTA COATED PAPER

Globe Shipping Co., America, Bremen, 52 cs.

### TISSUE PAPER

Meadows, Wye & Co., Cedric, Liverpool, 9 cs.

Brooks Paper Co., same, 4 cs.

### PHOTO-PAPER

J. J. Gavin, Cedric, Liverpool, 2 cs.

### CELLOPHANE PAPER

DuPont Cellophane Co., Homeric, Havre, 2 cs.

### FILTER PAPER

J. Manheimer, Homeric, Bordeaux, 51 bls.

### COLORED PAPER

C. W. Williams, Dakarian, Antwerp, 7 cs.

### PAPER

Fernstrom Paper Co., Inc., Drottningholm, Gothenburg, 28 rolls.

M. M. Cohen, same, 52 bls.

Martin Walsh, Inc., same, 18 bls.

Martin Walsh, Inc., same, 14 rolls.

D. S. Walton & Co., same, 1,144 rolls.

E. H. Sergeant Co., same, 5 cs.

Tiffany & Co., Suffren, Havre, 2 cs.

Standard Products Corp., same, 21 cs.

P. J. Schweitzer, same, 25 cs.

Judson Freight Forwarding Co., same, 11 cs.

Japan Paper Co., Giulio Cesare, Genoa, 40 cs.

### RAGS, BAGGINGS, ETC.

E. J. Keller Co., Inc., Gaasterdyk, Rotterdam, 531 bls. rags.

E. J. Keller Co., Inc., same, Amsterdam, 314 bls. rags.

Castle & Overton, same, Rotterdam, 21 bls. rags.

Castle & Overton, same, 196 bls. bagging.

S. Birkenstein & Sons, same, 67 bls. bagging.

P. Berlowitz, same, 106 bls. rags.

G. M. Graves Co., same, 64 bls. rags.

R. Wolf, same, 117 bls. rags.

Northern Metals Selling Co., same, 11 bls. rags.

E. J. Keller Co., Inc., Schodack, Bordeaux, 305 bls. rags.

Whaling Waste Products Co., same, 196 bls. rags.

Brown Bros. & Co., Sweden Maru, Hamburg, 324 bls. rags.

M. O'Meara Co., Siboney, Havana, 41 bls. rags.

E. J. Keller Co., Inc., Capetown Maru, Leghorn, 147 bls. rags.

Castle & Overton, same, 101 bls. rags.

Mayer Bros., same, 94 bls. rags.

Katzenstein & Keene, Inc., Collamer, Havre, 157 bls. bagging.

Katzenstein & Keene, Inc., same, 80 bls, rags.

Katzenstein & Keene, Inc., same, Dunkirk, 299 bls., rags.

R. Bishop Manufacturing Co., same, 226 bls. rags.

D. M. Hicks, same, 48 bls. threadwaste.

Brown Bros. & Co., America, Bremen, 429 bls. rags.

W. Schall & Co., Cabo Hatteras, Genoa, 47 bls. cottonwaste.

E. Butterworth & Co., Inc., Bristol City, Bristol, 138 bls. rags.

Castle & Overton, Bay State, Dundee, 152 bls. rags.

American Express Co., Bay State, Leith, 34 bls. rags.

D. M. Hicks, same, 50 bls. rags.

E. J. Keller Co., Inc., President Roosevelt, Bremen, 119 bls. rags.

E. J. Keller Co., Inc., Asia, Alger, 159 bls. rags.

E. J. Keller Co., Inc., Mercier, Antwerp, 445 bls. rags.

E. J. Keller Co., Inc., Deutschland, Hamburg, 855 bls. rags.

Castle & Overton, Amasis, Egypt, 102 bls. rags.

Castle & Overton, Columbia, Glasgow, 43 bls. rags.

Castle & Overton, Rochambeau, Havre, 102 bls. rags.

Castle & Overton, same, 114 bls. bagging.

### OLD ROPE

W. Schall & Co., Capetown Maru, Genoa, 307 coils.

Brown Bros. & Co., Bristol City, Bristol, 275 coils.

Brown Bros. & Co., Rotterdam, Rotterdam, 73 coils.

National Bank of Commerce, same, 71 coils.

T. D. Downing, Bay State, Leith, 16 coils.

Brown Bros. & Co., same, 68 coils.

Ellerman's Wilson Line, Berengaria, Southampton, 97 coils.

### WOOD PULP

M. Gottesman & Co., Inc., Gaasterdyk, Rotterdam, 1,400 bls. wood pulp.

M. Gottesman & Co., Inc., C. Maersk, Stockholm, 3,000 bls. wood pulp.

Bulkley, Dunton & Co., St. Anthony, Iggesund, 1,250 bls. wood pulp.

Hartig Pulp Co., Sweden Maru, Hamburg, 250 bls., 51 tons wood pulp.

Parsons & Whittemore, Drottningholm, Gothenburg, 800 rolls wood pulp.

E. M. Sergeant Co., by same, 508 bls. sulphite pulp.

E. M. Sergeant Co., by same, 150 bls. dry soda pulp.

## PHILADELPHIA IMPORTS

WEEK ENDING AUGUST 9, 1924

E. H. Baily & Co., Bay State, Dundee, 70 cs. printing paper.

Furness, Withy & Co., Bay State, Leith, 35 bls. printing paper.

J. A. Steer & Co., by same, 40 bls. rags.

Brown Bros. & Co., by same, 124 bls. rags.

Equitable Trust Co., Cabo Hatteras, Marseilles, 59 bls. rags.

E. Butterworth & Co., Inc., Bristol City, Bristol, 350 bls. rags.

Brown Bros. & Co., Schodack, Bordeaux, 111 bls. rags.

S. Birkenstein Sons, by same, 37 bls. rags.

Leshner Paper Stock Co., Collamer, Dunkirk, 112 bls. new cuttings.

E. J. Keller Co., Inc., M. Skipper, Manchester, 124 bls. bagging.

Castle & Overton, Nienburg, Germany, 339 bls. rags.

Lagerloef Trading Co., by same, 350 tons chemical pulp.

J. Andersen & Co., Clara, Trieste, 1,358 bls. wood pulp.

## BALTIMORE IMPORTS

WEEK ENDING AUGUST 9, 1924

Hudson Trading Co., Kolsnaren, Gothenburg, 36 bls. paper.

Chemical National Bank, by same, 177 bls. wrapping paper.

Chemical National Bank, by same, 882 rolls wrapping paper.

Fernstrom Paper Co., Inc., by same, 2,186 rolls wrapping paper.

Fernstrom Paper Co., Inc., by same, 27 bls. wrapping paper.

Parsons & Whittemore, Kolsnaren, Kotka, 1,260 bls. Mechanical pulp.

Scandinavian Pulp Agency, Inc., Kolsnaren, Gothenburg, 1,778 bls. sulphite pulp.

The Borregaard Co., by same, 500 bls. dry pulp.

E. M. Sergeant & Co., by same, 598 bls. dry soda pulp.

M. Gottesman & Co., Inc., Nienburg, Bremen, 2,500 bls. wood pulp.

M. Gottesman & Co., Inc., C. Maersk, Stockholm, 3,000 bls. wood pulp.

M. Gottesman & Co., Inc., Milos, Sundsvall, 1,500 bls. wood pulp.

(Continued on page 60)

*The Home of Quality*

FACTORY
132ND TO 133RD ST & BROOK AVE

# PAPER BAGS and SACKS

GLASSINE BAGS—SPECIALTIES

*Operating a Modern Printing Plant*

This Registered Trade Mark Octagon

on a Paper Bag vouches for Its Good Quality

## SCHORSCH & CO.

*Manufacturers* *Established 1901*

**500 East 133d Street . New York**

---

The

## St. Regis Paper Company

and the

## Hanna Paper Corporation

*Daily Capacity, 425 Tons*

Newsprint
Butchers' Manila
Packers' Oiled Manila
Jute Container Board
Ground Wood and Unbleached Sulphite

*Manufacturers of*

**TARZAN Fibre Shipping Cases**

*General Sales Offices:*

30 East 42nd St. New York
CHICAGO PITTSBURGH
620 McCormick Bldg. 1117 Farmers Bank Bldg.

---

## THE WORLD'S LARGEST PACKERS

ANY GRADE QUANTITY

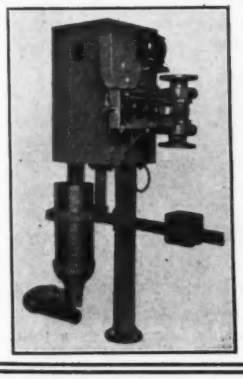
# RAGS

and

# Paper Stock

**GUMBINSKY BROS. CO.**
UNION & LUMBER STREETS
CHICAGO, ILL.

---



When your competitor had variations in QUALITY and WEIGHTS

He bought

## TRIMBEY AUTOMATIC CONSISTENCY REGULATORS

For ALL of his Machines.

*Why don't YOU try one?* *Ask us about them.*

Also "Made in Canada"

**TRIMBEY MACHINE WORKS, Glens Falls, N. Y.**

# Imports of Paper and Paper Stock

(*Continued from page 58*)

M. Gottesman & Co., Inc., Seattle Spirit, Hamburg, 800 bls. wood pulp.

Castle & Overton, Westerner, Rotterdam, 643 bls. wood pulp.

Castle & Overton, by same, 1,095 bls. wood pulp.

Johaneson, Wales & Sparre, Inc., Milos, Sundsvall, 940 bls. sulphite.

Bulkley, Dunton & Co., Nordhval, Stugsund, 2,035 bls. wood pulp.

Bulkley, Dunton & Co., Nordhval, Iggesund, 1,625 bls. wood pulp.

Bulkley, Dunton & Co., Nienburg, Stugsund, 685 bls. wood pulp.

Bulkley, Dunton & Co., Westpool, Hamburg, 3,150 bls. wood pulp.

Bulkley, Dunton & Co., Progress, Iggesund, 500 bls. wood pulp.

Bulkley, Dunton & Co., Tyrifjord, Gefle, 500 bls. wood pulp.

## BOSTON IMPORTS

WEEK ENDING AUGUST 9, 1924

Morey & Co., Allara, Fowey, 233 tons china clay.

Paper Makers Importing Co., by same, 1,785 tons china clay.

John Richardson & Co., by same, 766 tons china clay.

Brown Bros. & Co., Mercian, Scandinavian ports, 90 bales old rope.

G. H. Malcolm, by same, 13 cases tissue.

The Borregaard Co., Virginia, Scandinavian ports, 1,453 bales wood pulp.

Pagel, Horton & Co., Tryifjord, Scandinavian ports, 5,160 bales wood pulp.

Bulkley, Dunton & Co., by same, 1,750 bales wood pulp.

Pagel, Horton & Co., Inc., by same, 1,200 bales wood pulp.

Scandinavian Pulp Agency, by same, 400 bales wood pulp.

Lagerloef Trading Co., St. Anthony, Scandinavian ports, 640 tons chemical pulp.

On order, by same, 375 bales cellulose, 2,745 bales cellulose, 67 bales printing paper, 900 bales cellulose.

The Kalbfleisch Corp., Lassell, Buenos Aires, 834 bags casein.

Atterbury Bros., Inc., by same, 334 bags casein.

Atterbury Bros., Inc., Halekala, Buenos Aires, 334 bags, 20,040 ks. casein.

First National Bank of Boston, by same, 1,105 bags, 66,300 ks. casein.

Castle & Overton, Westerner, Rotterdam, 257 bls. wood pulp.

Castle & Overton, Westerner, Germany, 550 bls. wood pulp.

## NORFOLK IMPORTS

WEEK ENDING AUGUST 9, 1924

M. Gottesman & Co., Inc., Kolsnaren, Narrkoping, 40 rolls newsprint.

The Borregaard Co., Kolsnaren, Gothenburg, 250 bls. dry pulp.

Scandinavian Pulp Agency, Inc., by same, 254 bls. sulphite pulp.

Lagerloef Trading Co., Kolsnaren, Kotka, 1,525 bls. sulphite pulp.

Lagerloef Trading Co., by same, 1,651 bls. sulphate pulp.

## NEW ORLEANS IMPORTS

WEEK ENDING AUGUST 9, 1924

Castle & Overton, Ostend, Havre, 877 bls. rags.

Castle & Overton, Ostend, Belgium, 126 bls. rags.

## BUDGETARY CONTROL

(*Continued from page 54*)

years. When these factor figures are applied to the sales budget the result will be the expected sales by months during the term of the budget.

It may be found advisable to prepare expense statements on a similar basis, although it is generally found more convenient and satisfactory to divide the expense budget by 12 to arrive at the monthly quota. It should be certainly understood that under no circumstances is a head of a department to be permitted to exceed his budget. Expenditures without proper approval by the budget committee or if the regulations so provide, by the general manager or president. Many of the advantages of budgetary control are lost if this is not insisted upon.

A copy of the statements affecting the activities of each department should be sent to the head of that department monthly, attention being drawn to any variations worthy of comment.

The foregoing statements lead to one of the most important points in regard to control of any business by Budget and that is the function performed by the Accounting Department. In order to prepare a budget an efficient and close working accounting system is invaluable, but in carrying out the budget the accounting department plays an even more important part. The accuracy of the budget will depend in a great measure upon the accuracy with which past transactions can be interpreted; this means that accurate cost records must be available. The final results of the budget are presented to the executive through the reports from the accounting department and consequently the accounting department should perform the main function in the preparation of the budget, i. e., it should assist the department heads with reports of past performance and statistical information if such is kept available.

As successful budget pre-supposes an efficient accounting department. All transactions come under the scrutiny of his department and here all expense items are classified and all sales placed in their respective sales class. Unless this work is done in such a manner that all department heads have confidence that it is done properly certain difficulties are certain to arise, particularly with those department heads whose realization does not come within the budget.

A budget should not be adhered to slavishly or without intelligence. It is a forecast and a chart for the guidance of the executive and his staff. One of its chief advantages lies in the fact that it gives its own signal when it ought to be revised to meet changing conditions. Then the budget itself forms the basis for the revision. Usually the first indication of the necessity for budget revision comes from the Sales Department which is the most sensitive part of the organization and the first to feel a change in business conditions. A definite change in the Sales Budget once assured is a signal for a change in the other portions of the budget. The business is thus enabled to keep in a reasonable balanced condition throughout changing trade conditions.

The above is a general outline of how a business may be controlled under a budget system. No attempt has been made to give more than a general outline of the system. It is not contended that a system of Budgetary Control will take the place of those qualities on which all successful business is built, viz.—foresight, judgment and executive ability. However, it does assist greatly in relieving the executive of the weight of detail and it is one of the best means that I know of to develop junior executives.

The benefits of Budgetary Control may be again briefly summarized as follows:

1—Budgetary Control provides a definite plan and standard.

2—Provides for co-ordination of the activities of each department.

3—Control of expenditures.

To these we might add the training and development of the department heads. This training is bound to follow the increased responsibility which they assume under the system.

There is no more useful instrument in the hands of capable and efficient management which can more assist that management in carrying out its functions and in planning for and measuring the results to be desired.

## H. W. Smith Leaves Ryegate Paper Co.

EAST RYEGATE, Vt., August 11, 1924.—Henry W. Smith, who was superintendent of the Ryegate Paper Company for the past 18 years, and who went with the company at the very beginning of its development, has resigned, effective August 1, and on September 1, assumes superintendency of the West End Paper Company, Carthage, N. Y.

Mr. Smith was called to the mill on Sunday morning, August 3, and there found all the employees assembled, and was presented by them with a beautiful loving cup, suitably inscribed, as a token of their esteem and affection.

## ENGLISH CHINA CLAYS SALES CORPORATION

33 WEST 42nd ST. NEW YORK CITY

REPRESENTING
ENGLISH CHINA CLAYS, LTD.
ST. AUSTELL, ENGLAND.

ECCO CLAYS
TRADE MARK

LARGEST
CHINA CLAY PRODUCERS
IN THE WORLD.

## BEST QUALITIES COATING AND FILLER CLAYS

## Binders for Paper Trade Journal

$1.50 Each, Postpaid

PAPER TRADE JOURNAL binders will hold an average of thirteen copies each. Figure four binders for a year's copies. Each issue, as received, can be securely fastened in the binder, by a very simple arrangement, and will open like a book.

Made of heavy book board, insuring durability. Covered with strong, black book cloth that will stand the hardest usage.

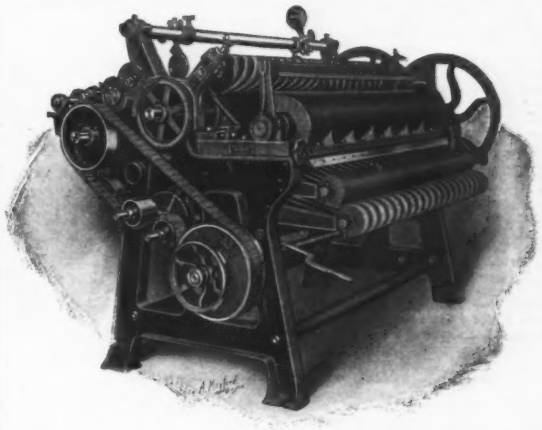
If you wish to preserve your valuable copies of THE PAPER TRADE JOURNAL for future reference, you cannot afford to be without these binders.

$1.50 Each, Postpaid

The Lockwood Trade Journal Company, Inc.
10 East 39th Street New York

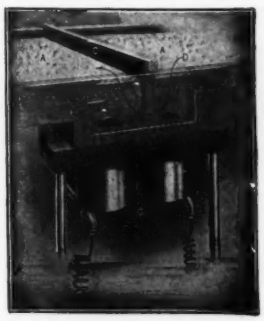
## Paper Cutters

**Single, Duplex and Diagonal**



**Cutter Knives Patent Top Slitters**

**HAMBLET MACHINE CO.**
**LAWRENCE, MASS.**



## TYPE "B" IRON EXTRACTOR

It consists of special magnetic surfaces of great power over which the paper stuff is made to pass. As a result, all the iron and many other foreign substances are completely extracted. Hundreds of these devices are in use daily and no one of them has failed to give complete satisfaction. Write us for Bulletins and full details.

**THE ROLAND T. OAKES CO.,** Holyoke, Mass.
*Electrical Specialists.* *Established 1885*

*for* **PAPER MAKING**

# Market Quotations

## PAPER SECURITIES CLOSING PRICES TUESDAY

Reported by Stewart Tuttle & Co., Inc., 120 Broadway, New York

| Stocks | BID | ASKED |
|---|---|---|
| Abitibi Power and Paper Company, Ltd. | 58¾ | 59½ |
| Abitibi Power and Paper Company, Ltd, Pfd. | 99 | 101 |
| American Writing Paper Company, Pfd. | 3½ | 4 |
| Brompton Pulp and Paper Company, Ltd. | 33 | 34 |
| Donnacona Paper Company, Ltd. | 45 | 50 |
| Donnacona Paper Company, Ltd., Pfd. | 98 | 100 |
| International Paper Company | 54 | 54½ |
| International Paper Company, Pfd. | 72¾ | 74 |
| Laurentide Company, Ltd. | 86 | 87¾ |
| Price Brothers | 40½ | 41 |
| St. Maurice Paper Co., Ltd. | 86 | 87 |
| Smith (Howard) Paper Mills, Ltd. | 39 | 39½ |
| Spanish River Pulp and Paper Mills, Ltd. | 107¾ | 108 |
| Spanish River Pulp and Paper Mills, Ltd., Pfd. | 115 | 115¼ |
| Union Bag and Paper Corp. | 48 | 49 |
| Wayagamack Pulp and Paper Company, Ltd. | 33 | 36 |
| West Virginia Pulp and Paper Company | 50 | 54 |

| Bonds | BID | ASKED |
|---|---|---|
| Abitibi Power and Paper Company, Ltd., 1st 6s, 1934 | 102 | 103 |
| Abitibi Power and Paper Company, Ltd., Gen. 6s 1940 | 93 | 95 |
| Abitibi Power and Paper Company, Ltd., Con. 8s 1931 | 102½ | 103¼ |
| Belgo Canadian Paper Company, 1st 6s 1943 | 94 | 95 |
| Brown Company Serial 6s | 99¾ | 100¾ |
| Carthage Sulphite Pulp and Paper Company, 1st 8s 1941 | 35 | 50 |
| Continental Paper and Bag Mills Corporation, 1st and Ref. 6½s, Series "A," 1944 | 94 | 95 |
| Donnacona Paper Company, Ltd., 1st 6s 1940 | 98 | 100 |
| Eddy Paper Company, 1st 7½s 1931 | 93½ | 95 |
| Gair (Robert) Company, 1st 7s 1937 | 97 | 98 |
| International Paper Company, 1st and Ref. 5s (Series "B") 1947 | 87 | 87⅜ |
| Mattagami Pulp and Paper Company, 1st 6s 1937 | 58 | 60 |
| Mattagami Pulp and Paper Company, 1st 7s 1949 | 20 | 25 |
| Oswego Falls Corporation, 1st 8s 1942 | 101½ | 102 |
| Oxford Paper Company, 1st and Ref. 6s (Series "A") 1947 | 98 | 100 |
| Parker, Young Company, 1st 6½s 1944 | 95½ | 97½ |
| Paterson Parchment Paper Company, 1st 6s (Series "A") 1938 | 95 | 96 |
| Peshtigo Paper Company, 1st 7s (Series "B") 1942 | 92 | 94½ |
| Price Bros. & Co., Ltd., 1st 6s (Series "A") 1943 | 98¼ | 99¼ |
| Provincial Paper Mills, Ltd., 1st 6s 1940 | 98 | 100 |
| Riordon Pulp and Paper Company, Ltd., Gen. 6s 1929 | 14 | 18 |
| Riordon Pulp and Paper Company, Ltd., 6s 1942 | 80 | 84 |
| Riordon Company, Ltd., 1st and Ref. 8s 1940 | 87 | 88 |
| River Raisin Paper Company, 1st 8s 1936 | 103 | 104 |
| Smith (Howard) Paper Mills, Ltd., 6s 1934 | 95 | 95½ |
| Smith (Howard) Paper Mills, Ltd., 1st Ref. 7s 1941 | 94½ | 96½ |
| Spanish River Pulp and Paper Mills, Ltd., 1st 6s 1931 | 102½ | 104 |
| Spanish River Pulp and Paper Mills, Ltd., Gen. 8s 1941 | 106 | 107 |
| Wayagamack Pulp and Paper Company, Ltd., 1st 6s 1951 | 74 | 77 |

## Paper

| F. o. b. Mill | |
|---|---|
| Ledgers | 11.00 @38.00 |
| Bonds | 9.00 @45.00 |
| **Writings—** | |
| Extra Superfine | 14.00 @30.00 |
| Superfine | 14.00 @30.00 |
| Tub Sized | 10.00 @15.00 |
| Engine Sized | 8.00 @11.00 |
| **News—** | |
| Rolls, contract | 3.65 @ 3.90 |
| Rolls, transit | 3.75 @ 4.25 |
| Sheets | 4.15 @ 4.40 |
| Side Runs | 3.00 @ 3.50 |
| **Book, Cased—** | |
| S. & S. C. | 8.00 @ 9.50 |
| M. F. | 7.50 @ 8.85 |
| Coated and Enamel | 9.00 @14.00 |
| Lithograph | 9.00 @14.00 |
| **Tissues—** | |
| White No. 1 | .75 @ .76 |
| White No. 2 | .70 @ .80 |
| Colored | 1.05 @ 1.90 |
| Anti-Tarnish | 1.35 @ 1.90 |
| Kraft | .85 @ 1.10 |
| Manila | .75 @ .80 |
| **Kraft—** | |
| No. 1 Domestic | 5.50 @ 6.25 |
| No. 2 Domestic | 5.00 @ 5.75 |
| Imported | 5.50 @ 5.75 |
| **Manila—** | |
| No. 1 Jute | 9.00 @ |
| No. 2 Jute | 7.75 @ 8.50 |
| No. 1 Wood | 4.75 @ 5.25 |
| No. 2 Wood | 4.00 @ 4.50 |
| Butchers | 3.75 @ 4.00 |
| **Fibre Papers—** | |
| No. 1 Fibre | 5.50 @ 5.75 |
| No. 2 Fibre | 4.75 @ 5.25 |
| Common Bogus | 2.40 @ 2.60 |
| S. Screening | 3.25 @ 3.75 |
| Card Middles | 4.00 @ 5.00 |

| | |
|---|---|
| **Boards—per ton—** | |
| News | 47.50 @50.00 |
| Straw | 50.00 @55.00 |
| Chip | 37.50 @42.50 |
| Binders' Boards | 75.00 @80.00 |
| Sgl. Mla. Ll. Chip | 50.50 @55.50 |
| Wood Pulp | 70.00 @75.00 |
| Container | 57.50 @65.00 |
| **Sulphate Screenings—** | |
| Coarse | .80 @ .90 |
| Refined | 1.75 @ 2.00 |
| **Ground Wood—** | |
| Screenings | 20.00 @25.00 |
| **Glassine—** | |
| Bleached, basis 25 lbs. | 12.00 @15.00 |
| Bleached, basis 20 lbs. | 14.00 @17.00 |

## Mechanical Pulp

| (Ex-Dock) | |
|---|---|
| No. 1 Imported | 35.00 @40.00 |
| (F. o. b. Mill) | |
| No. 1 Domestic | 27.50 @34.00 |

## Chemical Pulp

| (Ex-Dock, Atlantic Ports) | |
|---|---|
| **Sulphite (Imported)—** | |
| Bleached | 3.75 @ 4.50 |
| Easy Bleaching | 2.75 @ 3.25 |
| **No. 1 strong unbleached** | 2.60 @ 2.80 |
| **No. 2 strong unbleached** | 2.20 @ 2.40 |
| No. 1 Kraft | 2.50 @ 2.85 |
| **Sulphate—** | |
| Bleached | 3.50 @ 3.65 |
| (F. o. b. Pulp Mill) | |
| **Sulphite (Domestic)—** | |
| Bleached | 3.50 @ 4.50 |
| Easy Bleaching Sulphite | 2.60 @ 3.00 |
| News Sulphite | 2.40 @ 2.60 |
| Mitscherlich | 2.60 @ 3.00 |
| Kraft (Domestic) | 2.60 @ 2.85 |
| Soda Bleached | 3.90 @ 4.10 |

## Domestic Rags

### New Rags

| Prices to Mill, f. o. b. N. Y. | |
|---|---|
| **Shirt Cuttings—** | |
| New White, No. 1 | 13.50 @14.00 |
| New White, No. 2 | 6.50 @ 6.75 |
| Silesias, No. 1 | 7.50 @ 8.00 |
| **New Unbleached** | 10.50 @11.00 |
| Washables | 5.50 @ 6.15 |
| Fancy | 6.50 @ 7.00 |
| Blue Overall | 8.00 @ 8.50 |
| New Blue | 5.00 @ 5.50 |
| New Black Soft | 4.65 @ 5.15 |
| New Light Seconds | 3.00 @ 3.25 |
| O. D. Khaki Cuttings | 4.75 @ 5.00 |
| Men's Corduroy | 4.00 @ 4.25 |
| New Canvas | 7.00 @ 7.50 |
| New Black Mixed | 2.75 @ 3.00 |

### Old Rags

| | |
|---|---|
| White, No. 1— | |
| Repacked | 6.50 @ 7.00 |
| Miscellaneous | 5.50 @ 5.75 |
| White, No. 2— | |
| Repacked | 4.25 @ 4.50 |
| Miscellaneous | 3.75 @ 4.00 |
| St. Soiled, White | 2.80 @ 3.00 |
| Thirds and Blues— | |
| Repacked | 3.62½ @ 3.87½ |
| Miscellaneous | 2.90 @ 3.15 |
| Black Stockings | 3.50 @ 3.75 |
| Roofing Rags— | |
| Cloth Strippings | 1.90 @ 2.00 |
| No. 1 | 2.20 @ 2.30 |
| No. 2 | 2.10 @ 2.20 |
| No. 3 | .90 @ 1.00 |
| No. 4 | .90 @ 1.00 |
| No. 5A | 1.50 @ 1.60 |

## Foreign Rags

| | |
|---|---|
| New Light Silesias | 7.50 @ 8.75 |
| Light Flannelettes | 8.00 @ 8.25 |
| Unbl'chd Cottons | 9.00 @ 9.50 |
| New White Cuttings | 11.50 @12.50 |
| New Light Oxfords | 7.75 @ 8.25 |
| New Light Prints | 7.25 @ 7.75 |
| New Mixed Cuttings | 3.25 @ 3.75 |
| New Dark Cuttings | 3.00 @ 3.50 |
| No. 1 White Linens | 9.00 @10.00 |
| No. 2 White Linens | 7.00 @ 8.00 |
| No. 3 White Linens | 6.00 @ 6.50 |
| No. 4 White Linens | 4.50 @ 5.50 |
| Old Extra Light Prints | 4.00 @ 4.50 |
| Ord. Light Prints | 3.00 @ 3.50 |
| Med. Light Prints | 2.40 @ 2.50 |
| Dutch Blue Cottons | 3.50 @ 4.00 |
| Ger. Blue Cottons | 3.00 @ 3.25 |
| Ger. Blue Linens | 3.50 @ 4.00 |
| Checks and Blues | 2.25 @ 2.50 |
| Dark Cottons | 1.50 @ 1.75 |
| Shoppery | 1.40 @ 1.60 |
| French Blues | 3.25 @ 3.75 |

## Bagging

| Prices to Mill F. o. b. N. Y. | |
|---|---|
| Gunny No. 1— | |
| Foreign | 1.60 @ 1.70 |
| Domestic | 1.55 @ 1.65 |
| Wool, Tares, light | 1.40 @ 1.50 |
| Wool, Tares, heavy | 1.40 @ 1.50 |
| Bright Bagging | 1.25 @ 1.40 |
| Sound Bagging | .90 @ 1.00 |
| **Manila Rope—** | |
| Foreign | 6.25 @ 6.50 |
| Domestic | 6.50 @ 6.75 |
| New Bu. Cut | 2.40 @ 2.60 |
| **Hessian Jute Threads—** | |
| Foreign | 2.25 @ 2.50 |
| Domestic | 2.10 @ 2.20 |

## Old Waste Papers

(F. o. b. New York)

| | |
|---|---|
| **Shavings—** | |
| Hard, White, No. 1 | 3.50 @ 3.75 |
| Hard, White, No. 2 | 2.90 @ 3.10 |
| Soft, White, No. 1 | 2.50 @ 2.70 |
| **Flat Stock—** | |
| Stitchless | 1.30 @ 1.40 |
| Over Issue Mag. | 1.40 @ 1.50 |
| Solid Flat Book | 1.20 @ 1.30 |
| Crumpled No. 1 | 1.90 @ 1.00 |
| Solid Book Ledger | 1.80 @ 1.90 |
| Ledger Stock | 1.30 @ 1.40 |
| New B. B. Chips | .50 @ .55 |
| **Manilas—** | |
| New Env. Cut | 2.45 @ 2.55 |
| New Cut, No. 1 | 1.65 @ 1.90 |
| Extra No. 1 old | 1.30 @ 1.40 |
| Print | .80 @ .90 |
| Container Board | .55 @ .65 |
| Bogus Wrapper | .60 @ .70 |
| Old Krafts Machine compressed bales | 1.65 @ 1.75 |
| **News—** | |
| No. 1 White News | 1.65 @ 1.75 |
| Strictly Overissue | .80 @ .90 |
| Strictly Folded | .50 @ .60 |
| No. 1 Mixed Paper | .40 @ .50 |
| Common Paper | .35 @ .40 |

## Twines

| | |
|---|---|
| **Cotton—(F. o. b. Mill)—** | |
| No. 1 | .43 @ .48 |
| No. 2 | .41 @ .43 |
| No. 3 | .40 @ .42 |
| **India, No. 6 basis—** | |
| Light | .19 @ .20 |
| Dark | .17 @ .19 |
| B. C., 18 basis | .41 @ .42 |
| A. B. Italian, 18 Basis | .51 @ .61 |
| **Finished Jute—** | |
| Dark, 18 basis | .30 @ .31 |
| Light, 18 basis | .28 @ .30 |
| **Jute Wrapping, 3-6 Ply—** | |
| No. 1 | .20 @ .23 |
| No. 2 | .18 @ .20 |
| **Tube Rope—** | |
| 4-ply and larger | .15 @ .17 |
| **Fine Tube Yarn—** | |
| 5-ply and larger | .20 @ .28 |
| 4-ply | .21 @ .24 |
| 3-ply | .22 @ .25 |
| **Unfinished India—** | |
| Basis | .14 @ .15 |
| **Paper Makers' Twine** | |
| Balls | .12 @ .13 |
| **Box Twine, 2-3 ply** | .14 @ .15 |
| June Rope | .15 @ .25 |
| Amer. Hemp, 6 | .30 @ .32 |
| **Sisal Hay Rope—** | |
| No. 1 Basis | .14 @ .16 |
| No. 2 Basis | .10 @ .12 |
| **Sisal Lath Yarn—** | |
| No. 1 | .14 @ .15 |
| No. 2 | .11 @ .13 |
| Manila Rope | .18 @ .19 |

# CHICAGO

[FROM OUR REGULAR CORRESPONDENT]

## Paper

| F. o. b. Mill | |
|---|---|
| All Rag Bond | 35 @ 40 |
| No. 1 Rag Bond | 25 @ 35 |
| No. 2 Rag Bond | 14 @ 25 |
| Water Marked Sulphite | 9 @ 12 |
| Sulphite Bond | 7 @ 10¼ |
| Sulphite Ledger | 9½ @ 12 |
| Superfine Writing | 18 @ 24 |
| No. 1 Fine Writing | 14 @ 18 |
| No. 2 Fine Writing | 12 @ 14 |
| No. 3 Fine Writing | 9 @ 12 |
| No. 1 M. F. Book | 5½ @ 7½ |
| No. 1 S. & S. C. Book | 6½ @ 7¾ |
| Coated Book | 8 @ 10 |
| Coated Label | 8 @ 10 |
| News—Rolls, mill | 3¾ @ 4½ |
| News—Sheets, mill | 4 @ 4¾ |
| No. 1 Manila | 4¾ @ 6½ |
| No. 1 Fibre | 4¾ @ 5½ |
| No. 2 Manila | 3¾ @ 4½ |
| Butchers' Manila | 3¾ @ 4½ |
| No. 1 Kraft | 5¾ @ 6¼ |
| No. 2 Kraft | 4¾ @ 5 |
| Wood Tag Boards | 4½ @ 6 |
| Sulphite Screenings | 2¼ @ 2¾ |
| **Boards, per ton—** | |
| Plain Chip | $37.50 @42.50 |
| Solid news | 40.00 @45.00 |
| Manila Line Chip | 52.50 @55.00 |
| **Container Lined—** | |
| 85 Test | 55.00 @60.00 |
| 100 Test | 60.00 @65.00 |

## Old Papers

| F. o. b. Chicago | |
|---|---|
| **Shavings—** | |
| No. 1 Hard White | 3.25 @ — |
| **White Envel. Cuttings** | 3.25 @ — |
| No. 1 Soft Shav. | 2.80 @ 2.90 |
| **No. 1 Mixed** | 1.25 @ 1.35 |
| **No. 2 Mixed** | 1.15 @ 1.25 |
| **Ledgers and Writings** | 1.60 @ 1.65 |
| Solid Books | 1.55 @ 1.60 |

| | | | |
|---|---|---|---|
| No. 1 Books, Light. | 1.40 | ¾ | 1.50 |
| Blanks | 1.90 | @ | 2.00 |
| Ex. No. 1 Manila.. | 2.00 | @ | 2.10 |
| Manila Envelope Cuttings | 2.10 | @ | 2.15 |
| No. 1 Manilas... | 1.20 | @ | 1.25 |
| Folded News (over issue) | 1.00 | @ | 1.10 |
| **Old Newspapers—** | | | |
| No. 1 | 1.00 | @ | 1.00 |
| No. 2 | .80 | @ | .85 |
| **Mixed Papers—** | | | |
| No. 1 | .85 | @ | — |
| No. 2 | .80 | @ | — |
| **Straw Clippings** | .80 | @ | — |
| Binders' Clippings.. | .85 | @ | — |
| Kraft | 2.00 | @ | 2.10 |
| New Kraft Cuts... | 2.25 | @ | — |
| Roofing Stock, f. o. b. Chicago, Net Cash— | | | |
| No. 1 | $42.00 | @ | — |
| No. 2 | 40.00 | @ | — |
| No. 3 | 38.00 | @ | — |
| No. 4 | 38.00 | @ | — |

## PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT]

### Paper

| | | | |
|---|---|---|---|
| Bonds | .09½ | @ | .53 |
| Ledgers | .15 | @ | .40 |
| **Writings—** | | | |
| Superfine | .15 | @ | .20 |
| Extra fine | .12 | @ | .22 |
| Fine | .20 | @ | .30 |
| Fine, No. 2 | .20 | @ | .25 |
| Fine, No. 3 | .15 | @ | .20 |
| Book, M. F. | .09¾ | @ | .12¾ |
| Book, S. S. & C.. | .11 | @ | .15 |
| Book, Coated | .14¾ | @ | .20 |
| Coated Lithograph. | .10 | @ | .15 |
| Label | .10 | @ | .15 |
| News | .05 | @ | .07 |
| No. 1 Jute Manila | .12 | @ | .13 |
| Manila Sul., No. 1 | .08 | @ | .10 |
| Manila No. 2 | .07½ | @ | .08 |
| No. 2 Kraft | — | @ | .08½ |
| No. 1 Kraft | — | @ | .09½ |
| Common Bogus | .03½ | @ | .04 |
| Shaw Board | 55.00 | @ | 60.00 |
| News Board | 42.50 | @ | — |
| Chip Board | 40.00 | @ | 42.50 |
| Wood Pulp Board. (Carload Lots) | 2.75 | @ | 3.00 |
| **Binder Boards—** | | | |
| Per ton | 70.00 | @ | 75.00 |
| Carload lots | 65.00 | @ | 70.00 |
| **Tarred Felts—** | | | |
| Regular | 61.00 | @ | 63.00 |
| Slaters | 66.00 | @ | 68.00 |
| Best Tarred, 1-ply (per roll) | 1.70 | @ | 1.80 |
| Best Tarred, 2-ply (per roll) | 1.50 | @ | 1.60 |
| Best Tarred, 3-ply. | 2.00 | @ | 2.10 |

### Bagging

F. o. b. Phila.

| | | | |
|---|---|---|---|
| Gunny No. 1— | | | |
| Foreign | 1.60 | @ | 1.65 |
| Domestic | 1.75 | @ | — |
| Manila Rope | 6.00 | @ | 6.37½ |
| Sisal Rope | 1.25 | @ | — |
| Mixed Rope | 1.25 | @ | — |
| Scrap Burlaps .. | 1.00 | @ | 1.25 |
| Wool Tares, heavy. | 2.00 | @ | 2.13 |
| Mixed Strings.... | 1.00 | @ | — |
| No. 1, New Lt. Burlap | 2.00 | @ | — |
| New Burlap Cuttings | 2.00 | @ | 2.25 |

### Old Papers

F. o. b. Phila.

| | | | |
|---|---|---|---|
| Shavings— | | | |
| No. 1, Hard White | 3.25 | @ | 3.50 |
| No. 2, Hard White | 3.00 | @ | 3.25 |
| No. 1 Soft White | 2.30 | @ | 2.50 |
| No. 2 Soft White | 1.75 | @ | 2.00 |
| No. 1 Mixed | 1.50 | @ | 1.75 |
| No. 2 Mixed | 1.00 | @ | 1.10 |
| Solid Ledger Stock. | 1.50 | @ | 1.75 |
| Writing Paper | 1.25 | @ | 1.50 |
| No. 1 Books, heavy. | 1.30 | @ | 1.35 |
| No. 2 Books, light. | .90 | @ | 1.00 |
| No. 1 New Manila. | 2.30 | @ | 2.40 |
| No. 1 Old Manila.. | 1.50 | @ | 1.75 |
| Container Manila.. | .90 | @ | 1.00 |
| Old Kraft | 2.15 | @ | 2.25 |
| Overissue News | .80 | @ | — |
| Old Newspaper | .50 | @ | .60 |
| No. 1 Mixed Paper. | .70 | @ | .75 |
| Common Paper | .50 | @ | .60 |
| Straw Board, Chip. | .50 | @ | .60 |
| Binders Bd., Chip.. | .50 | @ | .60 |

### Domestic Rags—New.

Price to Mill, f. o. b. Phila.

| | | | |
|---|---|---|---|
| **Shirt Cuttings—** | | | |
| New White, No. 1 | .12 | @ | .13 |
| New White, No. 2 | .07 | @ | — |
| Silesias, No. 1 | .08¾ | @ | .08½ |
| New Unbleached. | .11½ | @ | .11¾ |
| Washable | .05½ | @ | .05¾ |
| Fancy | .07 | @ | .07¼ |
| **Cottons—according to grades—** | | | |
| Blue Overall | .09¼ | @ | .09½ |
| New Blue | .03½ | @ | .03¾ |
| New Black Soft. | .06 | @ | .06¼ |
| New Light Seconds | .03½ | @ | .03¾ |
| Khaki Cuttings.. | .05½ | @ | .06 |
| Corduroy | .04 | @ | .04½ |
| New Canvas | .10½ | @ | .11 |
| New Black Mixed | .05 | @ | .05¼ |

### Old

| | | | |
|---|---|---|---|
| **White, No. 1—** | | | |
| Repacked | 7.50 | @ | 8.00 |
| Miscellaneous | 6.25 | @ | 6.50 |
| **White, No. 2—** | | | |
| Repacked | .05 | @ | .05½ |
| Miscellaneous | .04¾ | @ | .05⅓ |
| **Thirds and Blues—** | | | |
| Repacked | 3.65 | @ | — |
| Miscellaneous | 2.80 | @ | — |
| Black Stockings.. | 4.00 | @ | 4.50 |
| **Roofing Stock—** | | | |
| No. 1 | 1.75 | @ | 1.85 |
| No. 2 | 1.65 | @ | 1.75 |
| No. 3 | 1.15 | @ | 1.20 |
| No. 4 | 1.00 | @ | 1.35 |
| No. 5A | 1.40 | @ | — |
| B | 1.25 | | nominal |
| C | 1.15 | | nominal |

## TORONTO

### Paper

(Mill Prices to Jobbers f. o. b. Mill)

| | | | |
|---|---|---|---|
| **Bond—** | | | |
| Sulphite | .11 | @ | .12½ |
| Light tinted | .12 | @ | .13½ |
| Dark tinted | .13½ | @ | .15 |
| **Ledgers (sulphite).** | — | @ | .13 |
| **Writing** | .09½ | @ | .12 |
| **News, f. o. b. Mills—** | | | |
| Rolls (carloads).. | 3.75 | @ | — |
| Sheets (carloads) | — | @ | 4.50 |
| Sheets (2 tons or over) | — | @ | 4.75 |
| **Book—** | | | |
| No. 1 M. F. (carloads) | 9.00 | @ | — |
| No. 2 M. F. (carloads) | 8.00 | @ | — |
| No. 3 M. F. (carloads) | 7.50 | @ | — |
| No. 1 S. C. (carloads) | 9.50 | @ | — |
| No. 2 S. C. (carloads) | 8.50 | @ | — |
| No. 1 Coated and litho | 14.50 | @ | — |
| No. 2 Coated and litho | 13.50 | @ | — |
| No. 3 Coated and litho | 12.75 | @ | — |
| **Wrapping—** | | | |
| Rag Brown | 4.75 | @ | — |
| White Rag | 5.25 | @ | — |
| "B" Manila | 5.50 | @ | — |
| No. 1 Manila | 6.50 | @ | — |
| Fiber | 6.50 | @ | — |
| Kraft, M. F. | 7.00 | @ | — |
| M. G. | 7.15 | @ | — |

### Pulp

(F. o. b. Mill)

| | | | |
|---|---|---|---|
| Ground wood | $27.00 | @ | 28.00 |
| Sulphite easy bleaching | 55.00 | @ | 60.00 |
| Sulphite news grade | 50.00 | @ | 55.00 |
| Sulphite, bleached. | 75.00 | @ | 80.00 |
| Sulphate | 60.00 | @ | 62.50 |

### Old Waste Paper

(In carload lots, f. o. b. Toronto)

| | | | |
|---|---|---|---|
| **Shavings—** | | | |
| White Env. Cut.. | 3.60 | @ | — |
| Soft White Book shavings | 2.80 | @ | — |
| White Blk. News. | 1.50 | @ | — |
| **Book and Ledger—** | | | |
| Flat Magazine and Book Stock(old) | 1.25 | @ | — |
| Light and Crumpled Book Stock | 1.10 | @ | — |
| Ledgers and Writings | 1.50 | @ | — |
| Solid Ledgers.... | 1.50 | @ | — |
| **Manilas—** | | | |
| New Manila Cut. | — | @ | 1.60 |
| Printed Manilas.. | 1.10 | @ | — |
| Kraft | 2.05 | @ | — |
| **News and Scrap—** | | | |
| Strictly Overissue. | .80 | @ | — |
| Folded News | .80 | @ | — |
| No. 1 Mixed Papers | — | @ | .40 |

**Domestic Rags—**

Price to mills, f. o. b. Toronto

| | Per lb. | | |
|---|---|---|---|
| No. 1 White shirt cuttings | .13½ | @ | .13¾ |
| No. 2 White shirt cuttings | .06½ | @ | .07 |
| Fancy shirt cuttings | .06¾ | @ | .07 |
| No. 1 Old Whites. | — | @ | — |
| Third and blues.... | .05 | @ | .05¼ |
| | Per cwt. | | |
| Black stockings.. | .04 | @ | — |
| **Roofing stock:** | | | |
| No. 1 | 2.20 | @ | — |
| No. 2 | 2.10 | @ | — |
| Manila rope | .06 | @ | .06¼ |
| No. 2 | 1.55 | @ | — |

## BOSTON

[FROM OUR REGULAR CORRESPONDENT]

### Paper

| | | | |
|---|---|---|---|
| Ledgers— | | | |
| Sulphite | .12½ | @ | .18 |
| Rag Content | .21 | @ | .36½ |
| All Rag | .38 | @ | .50 |
| Bonds— | | | |
| Sulphite | .09½ | @ | .14 |
| Rag Content | .16 | @ | .33½ |
| All Rag | .36½ | @ | .51 |
| Writings | .10 | @ | .20 |
| Superfines | .20 | @ | .48 |
| News | .05 | @ | .06½ |
| Book, M. F. | .07¼ | @ | .10¾ |
| Book, Super | .07½ | @ | .11 |
| Book, Coated | .13 | @ | .20 |
| Coated Litho. | .10 | @ | .15 |
| Label | .12 | @ | .15 |
| Jute Manila No. 1. | .12 | @ | .13 |
| Manila, Sul. No. 1. | .08 | @ | .09 |
| Manila, Sul. No. 2. | .07½ | @ | .08 |
| No. 1 Kraft | — | @ | .09 |
| No. 2 Kraft | — | @ | .08 |
| Common Bogus | .03½ | @ | .04 |
| Straw Board | 55.00 | @ | 60.00 |
| News Board | 45.00 | @ | 50.00 |
| Chip Board | 42.50 | @ | 45.00 |
| Wood Pulp Board. | 80.00 | @ | 85.00 |
| Binder Boards | 80.00 | @ | 90.00 |
| Tarred Felts— | | | |
| Regular | 61.00 | @ | 63.00 |
| Slater's | 66.00 | @ | 68.00 |
| Best Tarred, 1 Ply, roll | 1.50 | @ | 1.60 |
| Best Tarred, 2 Ply, roll | 1.70 | @ | 1.80 |
| Best Tarred, 3 Ply, roll | 2.00 | @ | 2.10 |

### Old Papers

| | | | |
|---|---|---|---|
| Shavings— | | | |
| No. 1 Hard White | 3.60 | @ | 3.70 |
| White Blank News. | 1.00 | @ | 1.15 |
| Manila Env. Cuttings | .028 | @ | .03 |
| No. 2 Hard White | 3.25 | @ | 3.50 |
| No. 1 Soft White. | 3.00 | @ | 3.10 |
| No. 2 Soft White. | 1.75 | @ | 2.00 |
| No. 1 Mixed. | 1.60 | @ | 1.75 |
| No. 2 Mixed. | 1.25 | @ | 1.50 |
| Solid Ledger Stock. | 2.00 | @ | 2.25 |
| Writing Paper | — | @ | 2.00 |
| No. 1 Books, Heavy | 1.80 | @ | 1.90 |
| No. 1 Books, Light | 1.40 | @ | 1.50 |
| No. 1 New Manila. | 2.50 | @ | 2.60 |
| No. 1 Old Manila. | 1.75 | @ | 2.00 |
| Container Manila... | 1.20 | @ | 1.25 |
| Old Kraft | 2.25 | @ | 2.50 |
| Overissue News | 1.25 | @ | 1.35 |
| Old Newspapers | — | @ | .70 |
| No. 1 Mixed Paper | .60 | @ | .70 |
| Straw Board, Chip. | .50 | @ | .60 |

### Bagging

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| Gunny No. 1— | | | |
| Foreign | 1:12½ | @ | 2.00 |
| Domestic | 2.00 | @ | 2.12½ |
| Manila Rope | 6.00 | @ | 6.50 |
| Mixed Rope | 1.50 | @ | 1.62½ |
| Scrap Burlaps | 1.25 | @ | 1.50 |
| Wool Tares, heavy. | 2.00 | @ | 2.13 |
| Mixed Strings | 1.50 | @ | 1.62½ |
| New Burlap Cuttings | 2.00 | @ | 2.25 |

### Domestic Rags (New)

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| Shirt Cuttings— | | | |
| New White No. 1 | .13½ | @ | .14 |
| Silesias, No. 1 | .09 | @ | .09¼ |
| New Unbleached. | .12½ | @ | .13 |
| Washable | .06 | @ | .06½ |
| Fancy | .07 | @ | .07¼ |
| Cottons — according to grades, Blue Overall | .09½ | @ | .10 |
| New Blue | .05½ | @ | .06 |
| New Black, soft | .06 | @ | .06¾ |
| Khaki Cuttings | .05½ | @ | .06 |
| Corduroy | .04 | @ | .04½ |
| New Canvas | .10½ | @ | .11 |

### Domestic Rags (Old)

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| White No. 1— | | | |
| Repacked | 7.50 | @ | 8.00 |
| Miscellaneous | 6.50 | @ | 7.00 |
| White No. 2— | | | |
| Repacked | 5.50 | @ | 6.00 |
| Miscellaneous | 4.75 | @ | 5.50 |
| Thirds and Blues— | | | |
| Repacked | 3.75 | @ | 4.00 |
| Miscellaneous | 3.00 | @ | 3.25 |
| Roofing Stock— | | | |
| No. 1 | 2.25 | @ | 2.37 |
| No. 2 | 2.12½ | @ | 2.25 |
| No. 3 | 1.50 | @ | 1.75 |
| No. 4 | 1.15 | @ | 1.20 |

## New Toronto Concern Organized

Wood and Pulp Processes, Limited, Toronto, is a new company which was lately granted a charter to conduct a business of creosoting, fireproofing and otherwise treating and drying lumber and wood materials. The authorized capital is $35,000 and among the incorporators are G. W. Boake and W. W. Thompson, of Toronto, both of whom are well known in the forest products and pulp arena.

## Canadian Fiber Silk Plant Started

Construction has been started on the big artificial silk plant of Courtaulds, Ltd., which is being erected in Cornwall, Ont. This plant will be the first in Canada using Canadian woodpulp for artificial silk fiber. The plant will cost in the neighborhood of $1,500,000 and will employ about 500 hands.

# New York Market Review

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, AUG. 13, 1924.

Another week has brought still further encouragement to the paper market. It has taken another step toward better business and the paper men are talking with a new note of optimism in their voices. While the improvement from day to day is so slight that it is hardly noticeable to the man who has been constantly on the job it is more apparent to those who are just returning from their vacations. They find conditions vastly different from those they left. To them the change has been little less than a transformation and they are taking up their labors with new heart. There is no one connected in any way with the paper trade who will care to argue that conditions are no better than they were three weeks ago. Reports coming in from all points indicate that the improvement is widespread and touches practically every line of production. It is due to a general pick-up in business of every sort more than to anything else. Business as a whole is making a satisfactory recovery. In the east the recovery is progressing as rapidly as can be expected. The factories throughout New England are starting operations in cases where they were shut down and are extending their working schedule where they have been running on short time. The textile industry which at one time was very slow is coming back to something like normal conditions. The rubber industry is especially busy and many other trades and industries have either come out of their former lethargy or are beginning to emerge from it. The paper market is showing the effect of the influences from without as well as of the influences from within. The mills are running to a greater percentage of capacity than they have been running for some little time. Many which have not been operating at all have resumed work while many others which have been operating on short time have either resumed full time operation or increased their working hours materially. The printing business is showing a very satisfactory activity. This is the time of year when it should grow more brisk and it is making strides in that direction at this time with every promise of enjoying good business during the Fall. The improvement with the printers is reflected in the increased number of printers' orders which have reached the paper market during the past two weeks. There have not only been more of these orders but they are larger orders indicating that the printers are beginning to get some of the big business which has been holding back for a more opportune time. Everything considered there is little question but that the paper market will be stepping out in a most satisfactory manner by September 1 and that Fall and Winter business will be of a voluminous nature.

News print showed a gain during the past week. The vacation period has reached its peak and daily from now on more and more people will be returning from the shore and mountain and fewer will be going away. More newspapers and magazines will be read, advertisers will launch into more generous advertising and the publications will resume their normal size. Publishers are beginning to prepare for this and news print will profit. It is expected to steadily gain ground from now on and the market will soon be consuming about all the mills can turn out.

Wrapping paper which has showed a pronounced gain in demand during the past two weeks is daily enjoying increased orders. Apparently there will be no further need for curtailment of production in this line and it is believed that the Fall demand for wrappings will be a veritable harvest for the paper men.

Book papers and all the better grades of papers are showing improvement. This is due to the better conditions in the printing trade. Patrons of the printers who have been holding back their business because they did not consider it an opportune time to send forth their catalogues, their expensive and finely printed booklets and their mail order broadcasts are beginning to come to the front and this has stimulated the demand for the better grades of papers.

Writing papers which have not been enjoying their wonted demand are also whipping into shape. The demand has improved materially the past week and the next week should show still further improvement.

Tissues which have been very slow through the summer are showing a new vitality. There is a much better interest in them and the tissue men are much more cheerful at this time than they have been for many weeks.

### Mechanical Pulp

The pulp men say they had an exceptionally good week during the past week. The outlook is good and prices are holding firm. The pulp market is unmistakenly on the gain. Mechanical pulp orders are increasing in number and volume.

### Chemical Pulp

Business in chemical pulp is eminently satisfactory. Good imported pulp is especially in demand. Orders are coming in briskly and a good Fall's business is looked for.

### Rags

Now that there is a general understanding of the shortage of rags in the rag market something of a flurry has been occasioned. Many orders have been booked for shipment at such time as the rags are available and the dealers are putting their best foot forward to obtain the desired stock. It is stated that the collectors are showing new interest and are now making the collections which they had neglected for some time. Stimulated by the prospect of better business and better prices they are gathering the stock in but it is not likely that their efforts will overcome the shortage although they will probably alleviate it. Prices have not yet gone up but they are almost certain to do so soon.

### Old Rope and Bagging

There is a little better demand for old rope and bagging although it is still slow and much under normal. There are indications, however, that the market in this line will show a material pick-up within the next two weeks.

### Waste Paper

Waste paper in every grade has showed a still further improvement during the past week. Prices are holding firm but have not materially changed although occasional sales have been reported at prices higher than those quoted. It is expected that an advance will come with the brisk buying that the early Fall is certain to develop.

### Twine

Prices on twine still hold at their old figure and the buying continues slow although business has been a little better during the week. Twine demand has been slow for a long time and last week gave the first indication of any improvement in conditions.

## Great Northern Employees Have Outing

BANGOR, Me., August 12, 1924.—The tenth annual outing and field day of the Northern Club, made up of employees of the Great Northern Paper Company was held last week at Shore Acres, Lamoine Beach, with 250 enthusiastic employees in attendance. An excellent shore dinner was served by the host, Sherman Douglas, after a trip to the beach by automobile from Bangor. Hon. Charles W. Curtis, purchasing agent of the company, acted as master of ceremonies in a very able manner. At a business meeting, the annual election of officers resulted as follows: R. C. Bamford, president; H. L. Kenney, vice-president; John McVey, secretary; H. L. Miller, treasurer.

Sports were on the afternoon program. A baseball game between the woods team and the office team ended in the defeat of the office men 5 to 1. Though it lasted only five innings, it was full of sensational plays.

## CENTRAL MANUFACTURING COMPANY

THE QUICK SERVICE HOUSE KALAMAZOO, MICH.

Manufacturers of

**High Grade Brass and Bronze Screen Plates and Dandy Rolls**

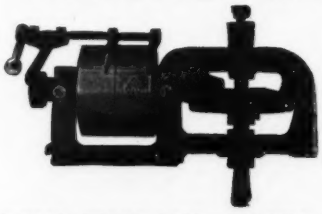
OLD PLATES CLOSED AND RECUT

DANDY ROLLS AND WATER MARKING

*Secure Our Prices*

*We Can Please You*

## AGITATOR DRIVES



Six Stock Sizes Special Designs "NETT-CO" line is complete from smallest to largest.

**NEW ENGLAND TANK & TOWER CO.**

30 CHURCH ST., N. Y. EVERETT, MASS.

## Buchanan & Bolt Wire Co.

HOLYOKE, MASS.

Since 1878.

## Fourdrinier Wires

**Dandy Rolls**

Cylinder Covers Best Quality Always

## NORWOOD

**PAPER FINISHING MACHINERY**

*Write for Information*

NORWOOD ENGINEERING CO.

Florence, Mass., U. S. A.

## THE WM. CABBLE EXCELSIOR WIRE MFG. CO.

Established 1848
Incorporated 1870-1896

Manufacturers of Superior Fourdrinier Wires
Brass, Copper and Iron Wire Cloth of every Description.
Best Quality of Wire Rope.

*Write for Price List*

74-90 Ainslie St. BROOKLYN, N. Y.

## A Remarkable Range of Grades, Textures and Weights

Orr Endless Felts can now be obtained up to 86 feet in length.

With our enlarged new equipment we can now furnish Paper Manufacturers with endless felts up to 86 feet in length.

Paper Manufacturers who carefully check manufacturing costs, and also strive to produce more and better paper at a lower cost per ton, prefer the unvarying quality and long service of ORR felts. A trial of them will bring about a preference that will be lasting.

**THE ORR FELT & BLANKET COMPANY, Piqua, Ohio**

# Miscellaneous Markets

OFFICE OF THE PAPER TRADE JOURNAL,
Wednesday, August 13, 1924.

Despite the excessive heat of the past week, the chemical market made some headway. A gain of business was reported over the previous week and, while this gain was slight, it was sufficient to show that the tide has turned and that whatever change is recorded from now on will be on the right side of the ledger. It has been a hard pull for the chemical dealers with long weeks devoted to hand to mouth buying of the most nondescript character but buying is more for the future at this time and, while the market's recovery will probably be slow, it is almost certain that the improvemet between now and September 1 will be marked. Business reports received from all over the country indicate that business in practically every line is picking up. It is not gaining by leaps and bounds by any means. There are still many idle factories and mills and many others that are still running on short time but, notwithstanding that, the condition is improved. The paper industry is calling on the chemical market for greater quantities of commodities and many other industries and trades which have been practically ignoring the market for some weeks are beginning to take a renewed interest. The many inquiries which are being received indicate that those who are not actually buying at this time are anticipating better business and are gathering informatioin which will enable them to buy intelligently on short notice when business does catch the stride which they look for.

The past week has been insufferably hot and, but for this fact, the chemical men believe, the market would have registered a much better showing than it did. And yet, the fact that business did gain ground in spite of the heat, shows that there is an irresistible impulse which is bound to move the market in the right direction no matter what adverse conditions may seek to block its progress. Indeed one does not have to be over optimistic to predict that another two weeks, with the advent of cooler weather, will find the market well along on its road to real activity and profitable trading conditions.

BLANC FIXE.—There has been little change in blanc fixe. There is still little demand for it and there is little stock in the market which prevents any accumulation even though the demand is slight. It has been reported that during the past week there have been some lots of the powder selling at better than $75. The price is still at from $75 to $80 a ton for the powder and from $50 to $55 for the pulp.

BLEACHING POWDER.—There is little distress bleaching powder in the market. Manufacturers continue their policy of keeping their production down to the meagre demand of the day. The price holds firm at from 1.90 to 2.15 cents a pound.

CAUSTIC SODA.—Caustic soda is enjoying a fairly satisfactory demand and the makers are looking forward at this writing to heavy withdrawals which are expected within a few days. There is no change in the price, the quotations still being from 3.10 to 3.15 cents a pound on a flat basis at the works.

CASEIN.—Casein apparently has better days ahead of it. The demand is somewhat improved and there is no distress stock. The price holds at from 10½ to 11 cents a pound.

CHINA CLAY.—One of the commodities which has showed new energy during the past week is China clay. Better trade conditions in some of the trades and industries which utilize China clay are responsible for a little better demand. Some good business reached the market within the past few days. It is quoted at from $16 to $20 a ton for the imported grades and from $12 to $15 a ton for the domestic grades.

CHLORINE.—There is no new action in behalf of chlorine. The demand is slow and is about the same in volume week after week. The price is from 4.50 to 7.00 cents a pound in tanks.

ROSIN.—Rosin seems to be in a little better demand and sales at $5.80 were made the past week. It is quoted at from $5.75 to $5.80 for 280 pounds.

SALT CAKE.—There is a little better demand for salt cake and the makers are feeling more cheerful just now than they have for some time. They feel that in view of the exceptionally low prices which have prevailed during the past two or three months that salt cake is bound to firm up from now on. The present price is from $18 to $21 a ton.

SODA ASH.—Soda ash has apparently entered upon a new prosperity for it has seen a pronounced improvement in demand the past week. It holds to the same figure of 1.38 cents a pound on a flat basis at the works.

SULPHATE OF ALUMINA.—Prices continue the same on sulphate of alumina. There is little change in the condition of this commodity in the east and none at all in the west. The demand at best is very slight but the price holds firm. It is quoted at from 1.30 to 1.35 cents for the commercial grade at the Eastern works and from 2.10 to 2.25 cents a pound for iron free.

SULPHUR.—Sulphur still has to depend on such hand to mouth buying as comes to it. There is little demand and only a perfunctory interest in any quarter. A decided improvement is looked for almost immediately, however. The price is from $18 to $19 a ton.

TALC.—Talc, which for so long a time found so little sale, is apparently on the up grade. The better demand which set in a week ago has continued during the past week. The price holds firm at from $16 to $17 a ton.

## S. D. Warren Co. Buys Power Concern

[FROM OUR REGULAR CORRESPONDENT.]

WESTBROOK, Me., August 12, 1924.—The Presumpscot Electric Company, which was incorporated in 1902 for the purpose of supplying light and power for Westbrook and Gorham and also to the S. D. Warren Company, has been taken over by the Warren Company and will cease to operate as an independent company. A few years ago the company sold all of its commercial business to the Cumberland County Power and Light Company of Portland, devoting all of its energies to supplying the paper company with electricity. From now on the electrical interests of the S. D. Warren Company will be conducted through the accounting system as the electrical department at the paper mill. It is expected that there will be no changes in the personnel of the company and that William B. Bragdon will continue as manager with Oscar A. Fick as his assistant. Mr. Bragdon has been with the company since its inception. The old office of the Presumpscot Company on Main street will be discontinued.

## Ohio & Michigan Paper Co. in New Quarters

[FROM OUR REGULAR CORRESPONDENT]

TOLEDO, Ohio, August 11, 1924.—Nearly 60 years of business dealings in Ohio and neighboring states are climaxed by the removal of the Ohio and Michigan Paper Company, jobber of paper, supplies and sundries to its capacious home on Summit street between Elm and Cedar streets, extending to Water.

The company now has 200,000 square feet of available floor space, and occupies one of the largest buildings in Toledo. It has been remodeled and is equipped with modern appliances throughout. Two large freight elevators convey merchandise to the four floors and basement, while a long loading platform accommodates a whole fleet of motor trucks at one time. Railroad sidings reach the building on the Water street side.

The Ohio & Michigan Paper Company, under the direction of F. D. Hagamaster, president; V. D. Sisson, vice-president, and I. G. Winegar, secretary-treasurer, has grown with remarkable speed during the past decade through its aggressive sales policy coupled with insistance upon high grade merchandise.